



# House-FCC Payola Probe Threat Stirs Aircasters

**Jocks Garrulous to Mum; DJA Offers Fullest Co-Operation**

By JUNE BUNDY

NEW YORK — The possibility of a probe of payola payoffs by a House subcommittee and the FCC was the No. 1 topic of conversation — both on and off the air — at stations across the country last week.

Some deejays were positively garrulous on the subject; see story on Howard Miller and Phil Spector in issue, while others refused to take calls from the press. At least two New York dailies — Journal American and the Post — were reading payola stories.

## Managements Anxious

Anxious station managers conducted private "bave you ever?"

## BMI Awards To 26 Pubs, 51 Cleffers

NASHVILLE — BMI Awards of Achievement were presented to 51 writers and 26 publishers from 17 States and the District of Columbia. The awards, made at the Eighth Annual Dick Jockey Convention here last week, took cognizance of the success of 46 songs in the country and western field during the past 12 months.

Bob Burton, BMI vice-president who made the awards, stated: "During its 20 years of service to music in America, BMI has been proud of its role in widening the field of opportunity for the creators of music by establishing competition in the field of music licensing. One result of that competition has been that more writers and publishers from more parts of the country can share in the economic rewards of their music."

## Goodwin Exits WB for L. A. Distrib Pub

HOLLYWOOD — Norm Goodwin resigned his post as national manager of merchandising services for Warner Bros. Records to become general manager of Sid Talmadge's Record Merchandising Los Angeles disk distrib. He was one of the WB labels' early recruits and becomes the first member of its exec ranks to resign.

At the Talmadge firm, he will enjoy active participation in the new (Continued on page 49)

interrogation sessions with their jock staffs, and promotion men complained that some stations were suddenly making it difficult for them to drop in and see deejays on the old free-and-easy basis, via chilly reception - blocks, etc. At the same time, frantic on-the-take deejays reportedly were calling distributors and/or labels asking them to "hold off" on pay-

## Lieberman Folds Wis. One-Stop

MILWAUKEE — After six weeks of attempting to gain a foothold, Lieberman's Wisconsin one-stop folded here today. Diskery was owned by Lieberman Music, which operates one-stops in Minneapolis, Des Moines and Chicago. The Local manager, Barney Kuehn, was taken off the payroll as of November 16, according to David Lieberman. (Continued on page 49)

# Peak Turnout of C&W Folks Study Problems of Industry

## WSM Affair Draws 2,000 Trademen

By REN GREVATT

NASHVILLE — More than 2,000 disk jockeys, tinkers and music publishing execs and other visiting firemen from across the nation, as well as Canada, Mexico and the 49th and 50th States, pressed into this country music capital beginning Wednesday (11) for WSM's eighth annual National Country Music Festival. At press time late Friday (13) attendance totals were believed close to a new record, according to WSM spokesmen.

Prior to the official Friday opening of the convalesce, members of the Country Music Association gathered for election of board members and for the formulation of plans to advance the cause of country music (see separate story).

With the handsome War Memorial Auditorium in the center of town as the setting, the festival was called to order by WSM Program Director Ott Devine. Presy of the station, John Dewitt, then wel-

coming them to "hold off" on pay-

Station owner was startled by FCC commissioner Robert E. Lee's statement that if payola exists on their stations they could lose their licenses to operate even if they are unaware of their employees' illegal activities. In line with this, Malcolm Wedon, news and special events director at WNEW, New York, said "If payola exists, it is a form of commercial bribery punishable by a fine of \$500, or a year in jail or more." The statement was made on a panel discussion of payola by WNEW jocks over the weekend. (See separate story.)

Some confusion exists as to the definition of payola. There are jocks who believe it is a form of payola if a deejay owns a publishing company, or manages artists; while other spinners condone these practices and define payola as the actual acceptance of cash in return for air plugs.

For example, Jerry Marshall, (Continued on page 11)

## VIC. BASH FOR AMES BROS. LP

NEW YORK — RCA Victor is throwing a party to launch the Ames Brothers' new album "Hello Amigos," Tuesday night (17) at Leone's Restaurant here. The affair is being hosted by George Prutting, head of record marketing for the firm's international division. The album, which contains Latin songs sung in Spanish by the boys, is first being released in Central and South America, with RCA affiliates, to gain Christmas business. In the U. S. the album will not be released until January of 1960. Ames was produced by Victor a.s.r. director Herman Diaz.

## Victor Sets Big Lauren Promo Tour

NEW YORK — RCA Victor's Rod Lauren has kicked off a two-month promotion tour, with Alan Fulchino handling details en route. In keeping with the diskery's all-out saturation campaign, the tour will be based in concert, taking in (Continued on page 49)

## Chudd Adds 2 Pubberies to Imperial Fold

HOLLYWOOD — Imperial Records prey Lee Chudd has acquired Fortner Music Corporation (BMI) and Royalty Music, Ltd. (ASCAP) as part of an over-all drive to expand his company's music publishing activities. Publishing firms were purchased from co-owners. The firms will be helmed by Anita Stein, who manages the other Chudd publishing interests.

During the past year, the Chudd pubberies have intensified their search for new material. New songs are auditioned on a regular scheduled basis. Auditions are conducted on Thursdays. In addition to Miss Steinman, auditioning panel consists of pop Chudd, album artist representative chief Henri Rene and singles a.s.r. Edward Ray.

With the acquisition of the two new firms, Chudd now owns a total of eight catalogs. Other six companies are Commodore Music Company (BMI); Travis Music, Inc. (BMI); Revere Music Company (BMI); Post Music, Inc. (ASCAP); Marquis Music, Inc. (BMI); Alan Edwards, Inc. (BMI). Of the eight, two are ASCAP catalogs, Post and the newly acquired Royalty Music, Ltd.

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## MPCE MARKS 2 PUBS UNFAIR

NEW YORK — Music-Publisher's Contact Employees, the pluggers association, has placed Border Music and Korwin Music on its unfair list. According to Bob Miller, presy of MPCE, the action was taken because Mike Stewart, head of Korwin, has failed to sign the union contract on behalf of the corporations.

comet the visitors to town and introduced Tennessee Secretary of State Joe Carr. Carr spoke in the place of the absent Gov. Buford Ellington, who was prevented from appearing by a serious throat condition.

Prior to the speechmaking, emcee T. Tommy Curtis introduced a host of "Grand Ole Opry" regulars. The show was set for airing later in the day and was one of a number of radio and TV outings planned in conjunction with this year's convention.

## Subject of Money

Theme of the morning's program (Continued on page 11)

## Frost Named To Col Post

NEW YORK — Tom Frost has been appointed associate producer in Columbia's Masterworks department by Schuyler Chapin, exec-director of the division. Frost will assist in the production of Masterworks under Chapin and John McCreary, musical director of the department. For the past year Frost has been head of the classical a.s.r. department at Urania and prior to that at the Columbia a.s.r. department for the classical division of Decca.

## CMA Stresses Need for \$\$, New Members

NASHVILLE — The Country Music Association reviewed past achievement and formulated plans for the future at a meeting held here Thursday morning (12). The meeting was held at disk jockeys and disk and publishing people gathered here for WSM's eighth annual National Country Music Festival.

In an opening address, Presy Connie B. Gay stressed the fact that help is needed. "We need help, particularly in the form of new members," Gay stated, as he extended an invitation for all to join CMA for the good of country music.

Treasurer Hubert Long spoke of the cost of operating a country music association. The theme of his message was short and to the point. "Money is what we need" (Continued on page 14)

## Big Push for 'Witchcraft'

NEW YORK — Atlantic Records is mapping out an extensive advertising campaign in the trades and six consumer magazines on Chris Connor's new LP "Witchcraft," which — approximately — will be released Friday, November 19.

Special promotional EP's have been sent to 5,000 deejays for programming on that date. Also in the new LP release is "Precious Memories," by LaVern Baker, a spiritual-gospel package; "That's the Way," by Wilbur de Paris and his ork; "Precious Memories," by "The Wildest Guitar."

# Lane Quotes Trade Paper In Charges

**Files News Story Compilation With Harris Probers**

WASHINGTON — The Burton Lane letter charging "commercial bribery" in music on radio and TV, sent the Harris quiz probers. Subcommittee from the AGAC president, made headlines recently, but the document in support of his charges is not yet public. It is a 13-page compilation of trade paper quotations, a few from current issues, but predominantly circa 1955 to 1957, with some dated 1948. Many are strongly reminiscent of proponent testimony by songwriter spokesmen in hearings on the Southern Bell radio music and broadcast interests, held by the Pastore (D., R. I.) Senate Commerce Subcommittee in 1957.

The Lane report trade quotes include stories from 1946 and 1954 on Federal Communications Commission and Federal Trade Commission interest in payola. A 1951 Billboard article is quoted on heavy

(Continued on page 49)

# COMO DISK NTA YULE SEAL SONG

NEW YORK — National Tuberculosis Association has selected Perry Como's RCA Victor recording, "I May Never Pass This Way Again," as the 1959 Christmas Seal Song. The Association, RCA Victor and Trinity Music, the publisher, will push the Seal Song with a public service promotion tying in with the annual Christmas Seal campaign to help fight tuberculosis. Promotion, starting today (16), is highlighted by a special deejay disk using Como's voice track as the Christmas Seal lead-ins to the song.

Diskey is shipping the special promotion disk to 2,800 jukeboxes and the publisher ships to its list of 1,800 jukeboxes. The Association's 3,000 local affiliates are scheduling live and recorded performances of the song in their local areas.

"I May Never Pass This Way Again" is the second Como record chosen as the Association's yearly theme. First was "One Little Candle." "I May Never Pass This Way Again" has just been released as a single in this country; it was previously available in England.

# Adams Letter to ASCAP Voters Draws Roosevelt ire

**Calls Threat of Government Lawsuit 'Attempt to Intimidate'**

By MILDRED HALL

WASHINGTON — Rep. James Roosevelt has issued a scathing rebuke of the recent letter sent to ASCAP membership in which its president, Stanley Adams, lately points out that a vote against the proposed consent decree negotiated by Justice Department and the Society's attorneys, might mean a government suit, with possible "dissolution" of the American Society of Composers, Authors and Publishers (The Billboard, November 9, 1959).

"Any threat of a law suit appears to be an attempt to intimidate," is the grim comment of Roosevelt,

whose House Small Business Subcommittee held exhaustive hearings on the ASCAP small business complaints, in 1958, leading to the renegotiation of the ASCAP consent decree.

Complete Statement  
Roosevelt's complete statement follows:

"It has come to my attention that a letter bearing the signature of Stanley Adams, president of ASCAP, has been mailed to members of the Society urging them to vote to accept without change the proposed consent decree filed with the court a few months ago. I am told that this letter, in no uncertain terms, tells the members that if they vote

against the acceptance of this decree, a law suit by the government against the Society would follow which may result in the dissolution of the Society.

"It is well known that many of the members desire to amend, strengthen or further improve the provisions of the decree presently under consideration and it is

(Continued on page 49)

# 15 Pks. on Angel Agenda

HOLLYWOOD — Angel Records will issue 15 new albums in its first release of the year, highlighted by five additions to its "Great Recordings of the Century" series. Release includes the last recordings made by Walter Gieseking when death suddenly interrupted his projected plan to record the complete 32 Beethoven sonatas. Angel is issuing Gieseking's final five sonatas (and a portion of a sixth) in a boxed double LP package titled "The Gieseking Heritage." Lc. also is releasing a recorded Gieseking recital of miscellaneous piano pieces in an album called "Souvenirs."

Release also offers a new stereo version of the complete Donizetti opera "L'Elise d'Amore" plus albums featuring mezzo-soprano Maria Ludvig two packages with conductor Herbert Von Karajan plus three albums recorded by London's Philharmonia Orchestra, one of which is with violinist Christian Ferras. "Mack the Knife" appears under the Angel banner in a pack-

(Continued on page 49)

# DJ Gets Threats Over Payola Talk

**Chi Jack Under Police Protection After Alleged Orders to Stop Off**

CHICAGO—Deejay Phil Lind was under police protection last week after he claimed he received anonymous threats as a result of an on-the-air discussion of payola.

Meanwhile, the city's leading disc jockey, Walter Miller, was able, albeit reluctant, to name names involved in payola transactions. In one case, he said, he has an affidavit from the paying party and personally inspected the canceled checks in the case.

According to Lind, a voice in one threatening call told him, "If you keep blowing the whistle, you're going to wake up in an alley." In another instance, Lind said, a friend of his was told on the phone, "Phil won't listen to us, so you better tell him as a friend to lay off." Lind reported that he has received \$1,000 for the tape of his on-the-air discussion, presumably as a means of getting it out of reach.

# Eydie, Steve Wax TV Spec

NEW YORK—ABC-Paramount will release a special album featuring Eydie Gorme and Steve Lawrence singing tunes they will do on their forthcoming hour-long ABC

# IT'S ABC-TV NOT CBS-TV

NEW YORK — In a story last week concerning the use of tunes from the Warner's Music Publisher's Holding Corporation — on two Goodson and Todman TV shows, it was stated that "Beat the Clock" was CBS-TV show. This was in error. "Beat the Clock" is carried over the ABC-TV network.

NEW YORK—Record sales in stereo were up 10 per cent in dollar volume during the dog days this past summer as against the same period last year, in spite of a drop in 10 to 15 per cent in sales. The unit sales deficit for the period August 17 through September 12, 1959, as against the same period in 1958, was caused by a drop-off in singles sales of almost 12 per cent, and a slump in LP sales of 50 per cent. But, as has been true throughout the year, LP sales in stores continued to increase, scoring a 31 per cent jump in unit sales as against the same period last summer.

These figures and information are taken from the ninth report of The Billboard - New York University Continuing Survey of Record Sales in Retail Stores. The Bill-

board-NYU Survey is supplied to subscribers every four weeks and contains data about record sales in retail stores, and covers sales of singles and LP's on a national and geographical basis.

The actual unit sales figures for LP records in the August 17-September 12 period, 1959, came to 2,500,000 LP's. For this same period in 1958 only 1,900,000 LP's moved across dealers' counters. Single sales in this period in 1959 however, totaled only 4,600,000 units, a million units below the same period the previous year.

(Continued on page 49)

# Dynamite to Blast At ASCAP Meeting

**Cons & Pros Aired as Board Seeks to Answer Dissidents**

By LEE ZHITO

HOLLYWOOD — ASCAP dissident forces opposing approval of the proposed Consent Order last week paraded before the Society's West Coast membership meeting in the Consensus Room. Members of the ASCAP board, fortified by attorney Arthur Dean, sought to answer the charges as they were raised. The meeting was conducted in a quiet and orderly fashion under presby Stanley Adams' expert hand. There were no explosions despite the fact that the charges and counter-charges

which filled the air were loaded with fire dynamite.

The meeting opened with an impassioned plea by Adams for approval of the consent order, he reiterated the board's contention that the very life of ASCAP may depend upon the membership's support of the Consent Order. He stressed once again that the board was not happy with the fact that it must yield to the government pressure at this time, recognizing that all factions within the Society will have to surrender personal wishes to comply with the order. Adams defended the board's action in accepting the order, stating that through the negotiations with the government in the Consent Decree matter, there hovered over the hanging tale "the spectres of food and shelter and clothing of the members of ASCAP." The alternate choice to accepting the consent order, Adams insisted, is litigation which would lead to a government order dissolving the Society.

"Spectres"

The "spectres" which haunted were not just ghosts under the bed, according to Fred Fox, champion of the dissident faction. In other words, he stressed, Fox dealt stinging blows at the board,

(Continued on page 12)

# Burl, MJQ LP's Top UA Nov. Sked

NEW YORK — United Artists Records has scheduled seven LP's for release in November. The albums include Burl Ives' first LP effort for the label, entitled "Bald," also featured is the sound track by John McFarland and "Odds Against Tomorrow," a jazz interpretation by the Modern Jazz Quartet and "On the Beach," which consists of background music from that and six other UA films.

"Folk Song Festival at Carnegie Hall," with various artists, "Provocation" by John McFarland and "Along With the Mighty Wurlitzer" by Dick Scott complete the release. The diskery has intensified its distribution with the signing of Fabrice de Dios Rorenblith, Ltd., to handle its product in a bail.

Duo - pianists Arthur Farnate and Leï Teicher have been pacted by Tel. Their first record for UA, "Dream Concerto" and "Lover with me" will be released this week.

# Simon Joins Goldner Staff

NEW YORK—Jerry Simon has been signed as national promotion manager for Gone and End Records by George Goldner. Before Simon has been with Warner Bros. Records for the last year, and prior to that was a promotion man, and last year he was with Melcher and Doris Day. In his new post with Gone, Simon will assume the duties of administrative assistant to Goldner in addition to his promotional duties.



## RUSHING THE SEASON

## 30 New Singles Already in Casette Wax Sweepstakes

NEW YORK—Alto radio stations across the country traditionally wait until after Thanksgiving to spin Christmas records, the Brill Building is rushing the season even more than usual this year. More than 30 new Christmas singles have been released, plus a flock of the usual re-releases of long-time seasonal best sellers.

Last year's big Christmas single was "The Chipmunk Song" this year another novelty—also featuring electronic sound effects—has stepped out first sales-wise. It's Capitol's "The Happy Reindeer" by Dancer, Prancer and Nervous. Capitol reports that the disk is currently the label's top-selling single, with orders totaling \$500,000 since its release the last week in October.

The chipmunk-type voice gimmick is also spotlighted on Laurie's new disk, "Santa Claus Jr." by Johnny Brandon and on "Deck the Cages With Boughs of Holly" by Twety and Sweetie on the Storz label.

Alto's it's not a Christmas record, the current hot seller, "Up On the Nitty Squirrels" (which also features a chipmunk-styled vocal) is looked upon by many jocks as holiday-type novelty programming. Meanwhile Liberty has re-released David Seville's Chipmunk platter. The most covered Christmas pop tune to date is "The Little Drummer Boy," which was a big hit last December by the Harry Simeone Chorale (re-released this year by RCA Century-Fox). New versions of the song include Johnny Cash's Columbia waxing, the Henry Snow Singers' Whitehall Records release, and a new one by "The Holly Green" and Erie Jay on Bullseye (backed by "Silent Night").

In addition to the Cash disk, Columbia has four additional new yule singles—Johnny Horton's "They Shined Up Rudolph's Nose," "Christmas Bride" by the Ray Conniff Singers, Bing Crosby's "The Secret of Christmas" (backed by

"Just What I Wanted for Christmas" by Charlie Weaver's Christmases in Mt. Joy" backed by "Happy New Year, Happy New Year."

New Warner Bros. holiday singles are "Yuletideville" and "Lonely Christmas" by Eddi (Kookie) Byrnes, "Adelste Fidelis" by the Markees—"Santa Done Got Hip" and "Christmas in the Congo."

Roger Williams has two Christmas singles out on Kapp—"Hark the Herald Angels Sing" and "Adelste Fidelis" and "Mary's Little

Boy Child" backed by "Winter Wonderland."

Capitol has Nat King Cole's "Buon Natale" backed by "The Happiest Christmas Tree" and the King Sisters' "Three-Strain." Another version, the reindeer hit, plus version of "Buon Natale" is out on Epic by the Four Coins. Rounding out the new yule wax scene are Art Mooney's "A Merry Christmas to You" on G-M-M, Roulette's "Carol of the Bells" by the St. Patrick's Choir, Compo Verde's "The Carillon" on Top Rank, the Beverly Sisters' "The Little Donkey" on London, and "Comin' Down the Chimney" by Little Tootsie on Fidelity.

## Background Music Rule Spurs Queries

Proposed to Limit Standards to Four Per Quarter-Hour Network TV Seg

WASHINGTON — The deepening interest of the Harris Subcommittee staff of network quiz problems in payola and alleged music rigging deals on television, has aroused questions about the fairly recent ASCAP rule on background music credit. The rule, which has been made part of the proposed weighting formula in the Consent terms, would limit the number of big-pay tunes, or standards, to four per quarter hour in background use. A ceiling would also go on the special category of background music which has had some commercial recording.

The original weighting formula accompanying the Decree terms placed no limit on the number of qualified, high-paying tunes that could get full credit as background music on network TV shows. Alto the Johnny-come-lately rule limits the number of use credits to eight qualifying tunes per half hour, there is nothing in the rule to prevent a single firm from providing all eight, for a total of approximately \$460 per half hour if a use credit averaged about \$70.

For example, on a September 1 standstill of the "Price Is Right," recently reported in The Billboard, the almost 90 per cent predominance of Warner Group tunes could run to 100 per cent, or all eight.

## Victor Plugs 'Along' Album

NEW YORK — "Take Me Along," the cast recording of the smash Broadway musical starring Jackie Gleason, is getting a big promotional campaign from RCA Victor. It is being featured in this month in national consumer magazines, and a saturation campaign with disk jockeys. For deal-making, the firm has set up a number of point-of-sale items, including window displays, hangers and mounted album covers. And the firm has special co-op ad mats ready. In addition to the LP, Victor will release an EP and singles from the album featuring key tunes from the show.

tunes under the rule. But if more than eight qualifying tunes are placed in a half hour, the firm's log which logged 11 on its half-hour September 1 show, payment for each would be reduced "pro rata" to eight, or 72.7 per cent of the tunes. (The Billboard, November 9.)

The proposed clause limiting commercial background music was quietly circulated to ASCAP members on October 9, a few days after the Harris (D, Ark.) Subcommittee was formed. (Continued on page 30)

## Ain't It Meet Ads 26 to Board

CHICAGO — The board of directors of the Disk Jockey Association held its first meeting here last weekend (November 7-8), at which time 26 additional deputies were elected to the board; several standing committees were appointed, plans were finalized for the December 1980 convention.

It was agreed to establish an advisory board which will advise an' consult with the DJA board, officers and committees. The board, which will be set up by the committee will be made up of persons actually engaged in the radio-TV in business—be it a board of broadcasting chains, etc. All members of the advisory board will be music honorary DJA members.

The convention committee was authorized to set up the first annual meeting of DJA members in conjunction with the forthcoming 1980 year-end convention, which will be held at the Statler-Hilton Hotel in Los Angeles. Originally scheduled for the first week in March, the event may be moved ahead to the last week in February so jocks will be able to remain at home for "rating week."

Record companies will be invited to participate—via sponsorship of luncheons, cocktail parties, etc.—but they will not be allowed to engage in any promotional activities during the forums.

Prexy Jim Hawthorne (KDAX), Los Angeles was authorized by the board to sign an agreement (after review by DJA counsel Ben Star) with Associated Producers,

## DISSIDENT PUB CLEFFER FRONT

NEW YORK — The dissident ASCAP songwriters group have voted to join forces with the dissident publishers who oppose the proposed ASCAP Consent Order. They will share information and seek to co-ordinate their activities closely for mutual benefit.

## Nets, AFM Ink Jingles Pact

NEW YORK — The networks, principal packagers and producers of jingles, have agreed to an increase in pay for AFM recording. The agreement provides for jingles, plus re-use payments and a 5 per cent contribution to pensions. The settlement of the jingle hassle between AFM and the networks was made late Thursday (12) at the union's New York headquarters with AFM Prexy Herman Krenn presiding. The agreement provides for concurrence by advertising agencies who utilize musicians, nets, producers, etc. The new agreement pact is effective November 16 and runs until January 31, 1983.

The new scale starts at \$60 per session for single instrumentalists, \$33.50 each for two to four musicians, and rising to \$30 per hour for larger combinations of five musicians and over. The new scale averages 11 per cent over the previous flat rate of \$27 per session per musician. The new pact sets up limits of three minutes of recording per session and no more than three jingles per session for a single session. The 5 per cent employer pension is to be computed against all earnings of the recording session. (Continued on page 11)

A considerable portion of the club's independent label product, similarly appears to be non-current releases. When approached for comment, Bernice Brown, club director, explained the use of older wares in his sales haunting new releases. He said his club's policy was consistent, in the past, with that followed by the other clubs.

Johnson said the Diners' Record Club is still pre-testing various approaches to incorporating the disk dealer in its overall member recruitment program. If the club were to enter into open competition with retailers, he explained, no matter how equitable a dealer (Continued on page 11)

## DRC Unveils Major Label Offers in Ad

HOLLYWOOD — The Diners' Record Club took the wraps off of major label product for the first time in an ad aimed at attracting more members. Packages were included in a line-up of 118 albums. Ad appeared in the form of a gatefold in the November 1979 issue of the regular monthly Diners' Club Magazine circulated to the more than a million credit card holders.

Inside flyers of the gate-fold boasted the Diners' Club Proudly Presents Records from Columbia, RCA Victor, Mercury, Liberty, Hitecliff, Westminster, Vanguard, Omega, Elektra, Spoken Art, Perid, Atlantic, World Pacific, Interlude, King, Bethlehem, GNP, Verve, and many others."

Wing label for \$1.98 monogram. The RCA Victor items are from the old VCA label which is now out of business.

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## Young Never for Celler Proposals

NEW YORK — In a story last week's Billboard (November 9) concerning the MOA turn-down of the Celler Committee proposals, a recent jock license fees, it was stated that Barney Young had at one time appeared in favor of this legislation. Young stated this is an error, that he has been against the Celler legislation consistently.

## Storz Radio Bows Yule Disk on Own Label

NEW YORK — The Storz Radio chain last week debuted its own label, Storz Records, with a Christmas novelty disk. The platter, featuring Twety and Sweetie, the parakeet and the canary, features birdlike whistling versions of "Deck the Cages With Boughs of Holly," backed with "Silent Night."

The disk, which was purchased by Storz from Cider-Hill Records, was initially released only in the five Storz station markets—Kansas City (WHB), Minneapolis (WDGY), Miami (WQAM), Oklahoma City (KOMA) and New Orleans (WTIX). Storz has set local distribution on the disk in all areas but Kansas City.

The broadcasting chain's prexy, Todd Storz said that the platter is an experimental one-shot, but if the results are good he might go

into the record business on a regular basis. He also noted that if the disk catches on in the five Storz-area markets, there is a national demand, the record will be made available to distributors in other cities.

Arranged and conducted by Bob Davie (Cider-Burton's artist and repertoire chief), the disk was co-produced and arranged in part by Dick Cella, who also did the whistling for Twety and Sweetie. Arrangements for tunes on both sides of the disk are copyrighted by the Cider-Burton firm, Timmy Music.

As the twin industries—recording and broadcasting—become increasingly inter-related, more and more operations are overlapping. For example Sam Phillips, Sun (Continued on page 30)

## Big Capitol Pop Release

HOLLYWOOD — Capitol Records is issuing 19 new pop singles. Artists featured include Dean Martin, Ernie Ford, Freddy Martin, Donna Hightower, Paul Simon, Stan Kenton, George Shearing, Jerry Southern, Pia Johnson, Jack Roneri and the Tucson, Arizona, Boys Chorus, latter two making their Capitol debut. Other packages spotlight Laurindo Almeida, Muzzy Marcelino, a polka album, Ruth Welch with zither selections, Hawaii's Mahi Bearer, and on the country

(Continued on page 11)

## More NARAS Show Pactees

NEW YORK — Nat King Cole and Kingston Trio are the latest winners signed to appear on the National Academy of Recording Arts and Sciences Awards telecast on NBC-TV November 19, 1979. The categories for which they won will be announced on two categories, best rhythm and blues performance and best performance by a "Top 40" artist. The Kingston Trio was nominated for best performance by a vocal group and best folk performance.



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A Special Section of the DECEMBER 14 ISSUE

Advertising Deadline DECEMBER 7



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(THERE'S A LITTLE SONG A-SINGING)  
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Smash Follow-Up to "I Ain't Never"

**NO LOVE HAVE I**  
c/w  
**WHIRLPOOL OF LOVE**

31021



## NIGHT CLUB REVIEWS

## Benny Gasses Old and Young Anew

It isn't quite the old days at the Hotel Pennsylvania's Manhattan Room, where Benny Goodman was breaking it up 20 years ago, but it's mighty close to it these days at Basin Street East in New York. For Benny Goodman himself, along with a small band starring Red Norvo, Flip Phillips and Bill Harris, is breaking it up again at the East Side club. This is the best B. G. This reviewer has seen and heard in years: a more relaxed Benny playing with almost the legendary skill of yore. And the huge crowd that was present at the club last Friday night (6) felt the way too, enthusiastically applauding every solo Benny took, and every selection from the old, great B. G. book.

Goodman, just by virtue of being Goodman, always had an electrifying effect on any audience. But it has been rare these last few years that Goodman has displayed the form that he is showing these days at Basin Street. And perhaps because of his performance, the entire band sparkles. The orchestra plays the great oldies such as "Don't Be That Way," "It's Gotta Be This or That," "Sing, Sing, Sing," and many, many more, with a snap and drive that brings back poignant memories of the fantastic Goodman crews of the late 30's and early 40's.

Goodman is aided solidly by Norvo, playing the vibes in strong fashion, the swinging sax work of Phillips, and the smooth trombone work of the cool Harris. And the rest of the band, consisting of Gene DiNoovi, Jack Sheldon, Jim Wyble, Red Wooten, Jerry Dodgion and John Markham, cannot be overlooked. The driving arrangements, some of which are new by Fred Karlin, and others freshened from the old Goodman trio and quartet books, are a mixture of swing and modern, but they blend together attractively.

Goodman has managed to retain all of his old fans, and he has also picked up a good following of college-age and young men and women who could only know of Benny's prowess from his recordings. That Benny may build even more fans via this club date is highly probable. For he and Norvo and the band are giving out with electrifying performances at the East Side club. In a few words, "the king is back." Bob Rolnitz.

## In Boboli Features Secco Artists

A trio of Secco recording artists are enlivening the evenings at In Boboli, East Side niter operated by Arturo Sacco, formerly of the Blue Angel. First, there's Aldo Bruschi's ensemble. Bruschi is a Juilliard grad whose musicianship shows itself in canny arrangements whether in backing the soloists or cutting the show. Current show features soprano Maria Candida and tenor Felix Caballero. These handsome, attractive youngsters both have well-trained, expressive voices which they show to advantage on operatic arias as well as traditional, pop and folk numbers in the Neapolitan vein.

The music is properly cued to the Italianate feeling of the room over all under the musical guidance of A. Bruschi, who is part of the management of the spot. Caballero is understood to have turned out an LP more in the pop vein than he flashes at the club. His is an especially fine voice. With proper guidance and exposure he could become a song salesman of importance.

Sam Chase.

## TV REVIEW

## 'Rate the Records' Showmanly Seg

Clay Cole, the new emcee on WNTA-TV's (Newark, N. J.) "Rate the Records" show, has an ingratiating eager-beaver-type personality. He also has considerably more talent as a performer than the average TV record pop jock, who is usually primarily an emcee-salesman.

The show, which runs 30 minutes during the week — 6:30-7 p.m., has been extended to a full hour on Saturdays (6-7 p.m.). The telecast caught (7), spotlighted brisk pacing and effective production on lip-synch vocal stints by a flock of recording artists — Jo-Ann Campbell, Don Rondo, Betty Madigan, the Fireflies, Impalas, Ritchie Robbins, Tommy Facenda, Little Anthony and the Imperials, Danny Valentine.

Nineteen-year-old Cole (formerly tagged Al Rickler) comes on somewhat like a teen-aged Milton Berle, in that he frequently participates in the production numbers. He dances and mugs with a solid sense of showmanship and timing. On the show caught, his lip-synch song and dance routine with cute Jo-Ann Campbell was the high spot of the hour.

The kids in the studio audience were well behaved and neatly dressed, and in spite of Cole's youth (19) he kept them in line at all times. June Bundy.

## CONCERT REVIEWS

## Francois Glows in Carnegie Return

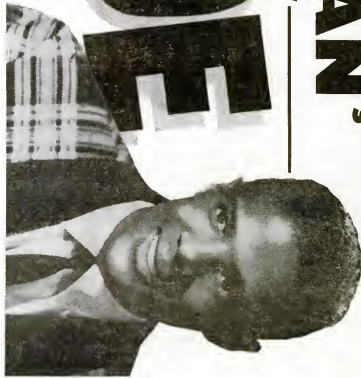
Sanson Francois, the well-known French pianist, made his first concert appearance in New York in many years at Carnegie Hall last week (6). His interpretations of works by both Liszt and Debussy were glowing, showing off a soft, tender touch that made them pure poetry. And he displayed his dazzling technique on Prokofiev's "Seventh Sonata," a difficult work that he romped thru with ease. Only on a group of Chopin selections did the pianist disappoint, mainly due to his highly personal phrasing. But his performances on the Three Etudes of Debussy and the four shorter Liszt works were captivating. Angel Records, who release the pianist's waxings here, has a potent talent to exploit in Francois. Bob Rolnitz.

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## WSM Gathering Draws 2000

Continued from page 2

gram was "Money, and How to Get It" in Three Country Music. Speakers taking part included Dave Stone, Country Music deejay and owner of four radio stations in Texas and Colorado; Jim Denny, veteran country music deejay and pressy of the Jim Denny Artists Bureau and Cedarwood Music; Cas Walker, colorful supermarket operator from Knoxville; and Harry Stone, pressy of the Country Music Association.

Dave Stone noted his successes with sponsors in programming plenty of country music. Denny advised country jockeys to become identified with worth-while community and welfare activities and to promote shows in stores, plants, and themselves cast in the role of emcee. Denny also noted that perhaps jockeys who complain of not getting disks from record companies have at long last an answer to their problem. He said that Broadcast Music, Inc., has agreed to furnish jockeys with a list of publishers and their addresses. "If you want to get any record, just contact the publisher," Denny advised.

Cas Walker, long identified with country music ("I Gave the Performer Ernie Ford the name, Pea-Picker"), told of his radio advertising using country music shows. "We sold 25,000 worth of groceries in a year with country music," he asserted. "Rock and roll is all right, but it won't put money in the cash register."

### Presentation

Discussing the proper presentation of country music, Harry Stone said: "Country music has come of age. Don't try to rub your country music on people. It's like selling a horse and buggy. People don't want that anymore. I also urge you to have country music emcees who can murder the King's English. Country music has had a rough time in the last couple of years."

## House-FCC Payola Probe

Continued from page 2

WMGM, New York, commented, "To me payola is something given with a string attached and a knowledge that there be a return." Marshall said he personally has never participated in any outside activities—such as operating a music publishing firm, etc.

### May Hurt Innocent

However, he added, "I don't condemn those who do. In my 22 years of broadcasting," said Marshall, "I have never had a payola case. I've also heard a lot about girls and payola, but I've never been asked to have a cup of coffee." The jock predicted "a lot of innocent people would get hurt" adding, "It's not fair to the industry to brush everybody with the same smear."

Marshall stressed that "No one representing any organization can speak for it. This was a reference to the wire deejay Murray Kaufman, WINS, New York, sent to the House Committee last week wherein he said he spoke for "900 members" of a disk jockey group, and demanded an apology for the payola offenses.

In line with this, Bill Williams, WNEA, New York, went on the air the day after Kaufman's wire was released to the press, and told his listeners "This fellow representing himself as a spokesman for jock jockers is like the bat boy speaking for the New York Yankees."

Meanwhile, the board of directors of Disk Jockey Association, Inc. affiliated with the Kaufman group issued the following statement: "DJA, Inc., a profes-

Right now it has a great opportunity to regain lost ground."

The grand finale, as it was called, featured a talk and demonstration by Dr. Spencer Thornton, who has appeared on the Jack Paar TV show and who is known for his work with extra sensory perception. Among other things, Thornton predicted that Elvis Presley would become a balder upon his discharge from the Army, and that some disk jockeys might be getting free trips to Washington soon. He also named about a dozen recently released disks of country artists which he predicted would be top hits. During his talk, Thornton called Nashville "The Cape Canaveral of show business."

### BMI Affair

Other official events included a gala Thursday evening affair sponsored by BMI at the nearby Bels Meadow Country Club. Following the gala, the annual BMI awards were presented. Other awards to artists by the trade press were to be presented at a WSM reception to be published in the "Grand Ole Opry" Saturday evening in the Opry's traditional Ryman Auditorium setting. Birthday cake ceremonies were featured during the show.

During the opening ceremonies, WSM Presxy Dewitt introduced and thanked for their support the following sponsors: Bob Burton, executive producer of Bill Ball's "The Archies"; Archie Bleyer; Columbia Records Presxy Goodard Lieberman; "Top Records Presxy Pappy Daily; Decca Records Presxy Woody Wood and RCA Victor Presxy Bill Bullock.

sional organization representing those who select and present recorded music on radio and television is aware of current news stories concerning a complaint that unethical practices involving undue pressures and persuasions have been applied to certain deejays in the conduct of their duties.

"Our association is concerned that unfavorable publicity resulting from this complaint may bring unwarranted discredit to our profession and to the broadcasting industry in which we have our employment as a whole. We offer our fullest cooperation to the broadcasting industry in supporting and maintaining the public's confidence in the ethical standards and practices of the broadcasting industry and in the profession of disk jockey and music programmer."

Bill Randle, WERE, Cleveland, recalled that he predicted payola practices would be investigated several months ago at the Columbia Records Seminar. "At that time," said Randle, "I commented: 'We haven't seen anything yet.' The statement still goes."

### Nets, AFM Ink

Continued from page 4

ing musicians. In lieu of pensions there is no employer contribution to the Radio Music Performance Funds. Arrangers and copyists are included in the re-use payments. After the first 26-week re-use cycle, all additional 26-week re-uses come at a cost of \$100 per use, on the basis of one-third of their per session base pay.

## TV 'LINE' SHOW DROPS 'COASTER' AS THEME TUNE

NEW YORK—The E. H. Morris copyright, "Roller Coaster," after having been used for eight years as a closing theme on the CBS-TV panel show, "What's My Line," has been removed from the copyright handled by the Music Publishers' Holding Corporation. "What's My Line" is produced by Goodson-Todman and MPHC is the Warner's music operation.

Trade observers noted that an interesting on-again off-again story of maneuvers started on May 24, 1959. On this date, and on subsequent shows thru June 21, "Roller Coaster" was taken off and replaced by the Warner-owned "I Know That You Know."

"Roller Coaster" was returned to the closing theme on June 28 and remained until October 4.

Starting with the October 11 program, one tune, "Toy Train," in Circle K's, the Raymond Scott firm handled by MPHC, replaced the E. H. Morris copyright, "Trumpet" has been replaced consistently since that date.

"Roller Coaster" was written by Milton DeLugg and Lou Ruby in 1949. Morris acquired the copyright and it began its long run on "What's My Line" in 1951.

## Scrivner Sells Republic Label

NASHVILLE—Ray Scrivner, general manager of ABC Music Company, with headquarters here, announces that he has sold his Republic Records label, including a number of masters, to Gene Autry, who will start using the Republic in the near future. Scrivner says he will henceforth concentrate on his Showboat and Skoop labels.

The ABCo firm has just acquired from Cal Vezale and Ivan Ward, of Modesto, Calif., a master titled "Lazy, Part I and Part II," which Scrivner has in turn placed with Don Pierce, of Starday Records, for release late this month.

The Showboat label's initial release, just out, has as the top side "Gold Will Never Do," by Luther Bond, of Cincinnati.

### Big Capitol

Continued from page 4

and western side, albums featuring the Louvin Brothers and Fern Husky.

Four packages are being issued under the Capitol-of-the-World banner. Highlighted by a stereo package featuring the Royal Marines of Great Britain. Others include violin and orchestra arrangements of U. S. standards by England's Max Jaffe, German vocalists Ralf Bendix plus a stereo edition of Franck Pourcel's earlier monaural album, "Viennese Waltzes by Pourcel."

### DRC Unveils

Continued from page 4

plan may be perfected, the club could never hope for wholehearted acceptance or co-operation from the nation's dealers.

On the other hand, Solomon said, when it comes to the club's circle of members, its albums of the month are current top-sellers. As examples, he gave such chart dwellers as Liberty's "Exotic" and Atlantic's Bobby Darin "That's All" package, among others.

## HOT 100 ADDS TEN

NEW YORK—The Hot 100 Chart adds 10 new sides this week. Details are:

35. The Big Hurt—Toni Fisher, Signet.
37. The Best of Everything—Johnny Mathis, Columbia.
81. Round Dog Man—Fabian, Chancellor.
92. Goodnight My Love—Ray Peterson, RCA Victor.
93. Glee—Sonny Spencer, Memo.
95. Marina—Jacky Noguera, Jamie.
96. God Bless America—Ornie Francis, M-G-M.
97. (New in) The Ways of Love—Tommy Edwards, M-G-M.
98. Pil Walk the Line—Don Costa, United Artists.
100. So Young—Clyde Stacey, Argyle.

## Switch Disk Debuts Key Merc Agenda

CHICAGO—Mercury's November release of 29 packages includes disk debuts of Tony Williams, lead singer of the Platters, as a soloist; drummer Buddy Rich as a vocalist; Elizabeth Lando, winner of the Mahalia Jackson Award, in a folksong collection; and the bistro duo, Green and Iles.

Other items are by Brook Benton, Hal Moore's O.K. Sil Austin, the Gaylords, Eddie Heywood Trio, Buddy Collette and the Swingin' Glee Club, Richard Hayman and Clehanoff.

Pop packages previously available in mono are by Patti Page, Sarah Vaughan and Pete Rugolo. Monaural albums not issued in stereo are by Jerry Mulligan, George Jones and Johnny Horton.

Classical items are by the Detroit Symphony orchestra conducted by Paul Paray; the Eastman Pops under Rochester or under Howard Hanson; and the Minneapolis Symphony with Antal Dorati.

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## Dynamite But No Blast

Continued from page 3

accusing the Society's current administration of serving ASCAP's "vested interests" rather than its rank and file. He peppered his address with such words as "false," "fraudulent" and "masquerade" in describing the board's actions.

Said Fox: "I must emphasize the fact that the negotiations conducted over the past year or two have been solely between those two parties (ASCAP's board and the Justice Department) you and I, the rank and file members of ASCAP—99 per cent of the electorate—have never been consulted and therefore have no voice whatsoever in the determinations reached as evidenced in this proposed decree, arrived at by consent—but by the consent of whom? Not the consent of the ASCAP membership at large, but the consent of the vested interests who control the Society in every phase of the activity, a control which has been all inclusive and secure since the very inception of the Society."

"This was highlighted most spectacularly in the Federal Court in Foley Square on October 20th, when Judge Sylvester Ryan refused to sign the proposed order which was supposedly placed before him by consent but which he correctly stated was obviously not before him by consent. And it was for this

reason he asked that the entire membership itself be asked to vote its approval or disapproval of the proposed decree." Fox quoted from the Court's transcript to illustrate his point.

**Scores Board**  
Fox then leveled his guns at the ASCAP board: "The administration and board of directors of ASCAP have always been most careful to identify themselves as ASCAP whenever they come to the membership at large on those few occasions when it becomes necessary for them to do so, and they have projected the false theory that the welfare of the board is identical with the welfare of the 6,400 members of ASCAP and that whenever the board is taken to task by the government that it is the membership of ASCAP as a whole that is censured. The facts show that this masquerade which they have carefully nurtured is as patently fraudulent as to represent that this performing rights society is formulated along democratic lines instead of the tight little oligarchy which is a more truthful description of the present political nature of the Society. The simple truth is that the welfare of these competitors who hold the control of the Society in the palm of their hands is not always consonant with the welfare of the rest of the membership. The recorded history of the Society's internal affairs shows that the terms of this proposed consent order are not consistent with the best interests of the vast majority of the membership, but instead protect only the interests of that small group which controls the Society, as was the case in the two previous consent decrees."

Fox then quoted from the Roosevelt Subcommittee's memorandum

in an effort to substantiate this claim. "The available information indicates quite strongly that the Society paid little heed to the provisions of the consent decree entered in 1950. The members of ASCAP's board of directors possess unusual powers and must assume responsibility for the manner in which the Society has been managed, including the alleged failure to conform to the terms of the orders of the U. S. District Court. There would therefore appear to be a basis for questioning the eligibility of these individuals to serve the Society further in any capacity. No such provision, however, appears in the decree now being advanced by the Antitrust Division."

"The claimed injustices stemming from current ASCAP grievance procedures are well known. They include, among others, the inability to obtain justice without waiting months or years; the inability to obtain proper compensation because retroactive adjustments are not permitted; the inability to utilize the procedures as necessary for the member could prosecute but one appeal per year, etc. It is in this area, particularly, that the ruling clique within ASCAP appears to have demonstrated a feeling of indifference toward the welfare of the smaller, publisher and composer members."

## "Chapter &amp; Verse"

Fox then offered to "cite chapter and verse" in answering any questions asked from the floor. However, before he could call on his first questioner, pretty Adams hooked the procedure. He reminded Fox he was present to address the assembly and not to answer queries. Fox complied with this ruling, stating he will ask himself the type of questions which "most assuredly" must be running through the minds of the membership and answer them. After several self-posed, self-answered questions, a few protests from the floor

prompted Fox to cut his question and answer segment short.

One of his self-posed questions had to do with the prospect of dissolution of ASCAP in the event the membership voted against the consent order. In reply, Fox read an opinion on the likelihood of such an occurrence rendered by his law firm, Covington & Burling.

"Practically speaking there is no reason to believe that the Society need fear dissolution by an order of the court. We conclude this primarily from the fact that it appears quite clear that neither the government nor the board of directors nor any of the persons who participated in the proceedings on October 19 and 20 before Judge Ryan, in any way, expressed the desire that the court act to dissolve the Society. It seems especially significant to us that the government attorneys did not point to this possibility at any time in their presentation in support of the proposed order or at any other time during the hearing. The fact that the government seems to have no desire for dissolution is most important because as a practical matter, dissolution would be ordered by the court if the government did not seek it."

Fox received a warm hand for his appearance. ASCAP attorney Arthur Dean rose to good-humoredly refute the Covington & Burling opinion concerning the prospect of ASCAP's dissolution. He reminded those present that lawyers can give opinions, but they are not infallible. Covington & Burling, he said, undoubtedly told Du Pont that it could emerge unscathed by the government's recent antitrust action against it for owning 28 per cent of General Motors stock. Dean won applause and laughter for making this point. Leon Power took the rostrum. He identified himself as "a small writer" without knowledge of law, without backing of any group or

# OVER THE TOP OF THE WEEK

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### NEWS REVIEW

## Fitzgerald Gershwin Sets Tops

Thru Ella Fitzgerald devotees her talents to the music of George Gershwin in her latest flock of Verve LP's. Her previous "Songbook" albums, which in the past have focused on Cole Porter, Rodgers and Hart, Duke Ellington and Irving Berlin, "were smash selling items and these, perhaps the best of them all, are sure to follow suit. The sets are quality items in every respect. Bernard Buffet has created five intriguing new cover paintings, and the album notes by Lawrence D. Stewart are well written and informative.

As for the music, Miss Fitzgerald, accompanied by Nelson Riddle's superb orchestrations, has never sounded better. The sets are available in stereo also. Mono price tag is \$25, and the stereo cost is \$30 for the set of five. They can also be purchased individually. Verve will also offer a special de luxe edition that will go for \$100.

All of the great Gershwin best-known songs and many lesser-known melodies are included. It should tickle dealer effort to sell the handsome volumes.

"Ella Fitzgerald Sings the George and Ira Gershwin Songbook." MGV 4024-4028.  
Howard Cook.

## Hot Gross For Garner Out West

NEW YORK — Erroll Garner's appearance under the sponsorship of the Seattle Symphony Orchestra on his West Coast tour last week (11) hit the hot gross of \$6,846. The pianist completed his Western dates last week with an appearance in Salt Lake City on November 13, and one in Denver on November 15. The pianist is taking it easy for two weeks and then plays the Municipal Auditorium in Springfield, Mass., on December 4 and the Mosque Theater in Newark on December 5.

## IRMA Builds; 27 Firms Now In Fold

NEW YORK — The Independent Record Manufacturers Association (IRMA), consisting of pressing plants, plating plants, manufacturers of record blanks, and record jacket makers in the New York City area, now re-escents 27 fabricators of record materials. The organization, which was set up as a trade association to pass on credit information and other problems of manufacturers, a few months ago, commented on its growth so far at its regular monthly meeting held in New York last Tuesday (10).

The head of the organization is Larry Press of Abby Records, Jack Caiden of Empire Pressing is vice-president, Al Smolin of American Sound is secretary - treasurer, and Hy Schlieffman of Globe Albums is in charge of publicity. The organization is inviting all record manufacturers in New York, New Jersey and Connecticut to join.

Members of the organization to date are: Pressing Plants: Shelley Products, United Record Company, Empire Record Corporation, Kay Records, Silver Park, Abby Records, Specialty Records, Sun Plastics, Listen Records, Sonic Records, Allentown Record Company, Paramount Records Manufacturing, and American Sound Corporation. Biscuit manufacturers include Marco Products, Sound Plastics, Pilot Rubber and Plastics, J. W. Neff Laboratories. Jacket makers include Globe Albums and Peerless Albums. Label makers are MacMurray Lithograph, Progressive Label and Lithograph Company, and Co - Service Printing Company. Printing firm in the organization is Globe Productions, Inc. The sound studio in IRMA is Bell Sound.

NEW YORK — Columbia Records has started a new export line, the EX 5000 series. Selections are taken from the catalog of the International Division of CBS, and is designed for the South American market. List price for the LP's is \$3.98. First albums feature Los Cinco Latinos, and Los Cuatro Amigos, both hitmakers in Argentina.

## CMA Stresses Need for \$\$

• Continued from page 2

and what we have very little of," he said.

Veepee of the CMA, Eddy Arnold, referred to the organization as a sort of Chamber of Commerce of the country business. Arnold exhorted everyone to join the group.

Executive Director Harry Stone declared that "country music is a commodity. Like other businesses, it makes sense to be organized. We should have an association and it should be headquarters for the dissemination of information about country music."

Stone noted the aims of the organization is to improve the range and quality of country music, the increased use of country music on radio and TV, the development of greater public acceptance of the commodity, and the greater acceptance of country music by agencies.

Stone added that there are now about 500 members of the association who pay \$10 annual dues, and added that plans are in the works for the realization of additional funds. "Country music has its best chance in a long time to

sell itself to the American public," he stated.

In a lengthy Thursday afternoon session, nominations and election of officers and board members were held. Re-elected as presy and first vice were Connie B. Gay and Eddy Arnold, respectively. New vicepres were Steve Sholes and Henry Clay. Don Pierce was named secretary and Don Law was elected treasurer.

Re-elected as board members were Wesley Rose and Ken Nelson. New directors at large are Harold Moon, Si Sim and Cracker Jim Brooker. Other new board members and their categories were: Radio and TV management, Bob Cooper and Joe Allison; songwriters and composers, Buddy Walker and Bob Sauer; personal managers, Dub Albritton and Dee Kilpatrick; artists, Roy Acuff and Patsy Cline; publishers, Sam Denny; record companies, Joe Lucas, and trade publications, Paul Ackerman and Bill Sachs. Ackerman and Sachs, both of The Board were swept in by popular acclaim.



# PAT BOONE

**with a New TWO-SIDED SMASH!!**



**'THE FAITHFUL  
HEART'**

From "A Journey To The Center Of The Earth,"  
Pat's New 20th Century-Fox Picture

**'BEYOND THE  
SUNSET'**

# 16006



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1st Release  
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BREAKING HOT and FAST—TREMENDOUS ENTHUSIASM EVERYWHERE!  
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"SHE'S ALRIGHT"

b/w

"SAY MAN, BACK AGAIN"

Billboard

Spotlight

Nov. 9, 1959

checker  
936

BO DIDDLEY

"JUST FOR YOUR LOVE"  
The ('You're So Fine') FALCONS

chess 1743

"IT"

RON &amp; BILL

argo 5350

"THE HUNCH"  
PAUL GAYTEN

anna 1106

when answering ads . . .

Say You Saw It in The Billboard

## CLEARING THE AIR

WNEW locks Answer  
The Big 'Have You Ever?'

NEW YORK — Local station WNEW put four of its deejays on the air Sunday (15) and asked them the \$64,000 question — "Have you ever been approached with a payola offer?"

The taped panel discussion was aired by WNEW Sunday (15) from 7:35 to 8:30 p.m. with WNEW news and special events director Martin Weldon as moderator. Deejays included William B. Williams, Pete Myers, and Gene Klavan and Dee Finch.

Also on the panel were station manager John Sullivan, program director Mark Olds, Journal American radio-record columnist Altra Baer and Paul Ackerman, music editor of The Billboard.

All of the panel members agreed that payola does exist and is fairly widespread. Williams and Myers both said they had been personally approached. Myers commented: "Well I've been approached but I guess I am as honest as any jockey."

Williams said he has never been offered money, explaining: "I have been approached. I was once offered a color TV set if I would 'lean on' a certain type of record. I wish I knew psychologically why I turned it down. I think part of it is something Pete touched on — pride in the fact that I would then not have control over my show."

Williams told a story about a jock on a network station in New York, that had been told him by "about eight song pluggers." The jock noted: "He used to have a list, and it was broken down to 'Monday—lunch,' 'Monday—dinner,' 'Tuesday—lunch,' etc., thru the week and he would read the list to the song pluggers at the beginning of the week. 'Monday at lunchtime you take me to dinner,' etc., and so on all thru the week. From that I understand this boy never went on a check."

However, the panel approved an occasional lunch and token-type Christmas gifts. Olds opined: "There is a tremendous difference between a thank-you and bribe. . . I see nothing wrong for instance in saying thank you to a person by means of a trilling gift where the monetary value is not much, \$5 or \$10 or \$15." At this point Finch cracked: "Don't kill our Christmas business Mark!"

It was brought out that payola exists in the newspaper business. Miss Baer said: "I am not a disk jockey but I have been approached with cash offers. It shocked me when it first happened and I have learned how to deal with this summarily."

Klavan suggested that if a probe is started, publishers or distributors might make better witnesses than deejays. He noted, "If a publisher or distributor is called and they say, 'Have you ever given payola?' and he says 'Yes I have,' and they 'To whom?' that's a little more practical."

Ackerman brought up the subject of "free records or freebies," at one point, commenting: "In the case of freebies (where a manufacturer sells 1,000 records to a distributor and gives an additional 300 free, which are called 'promotion platters' but usually end up in stores for sale) I think that quite a lot of this is a violation of the copyright act. I don't believe the publisher generally is paid, or the songwriter. But nevertheless, I have become rather customary. I believe this merits some exploration."

Finch introduced the subject of taxes, noting: "If we find out where this money is coming from, the next question is are these people who are giving this money taking this off as a legitimate business

expense? Is this a legitimate form of promotion as long as you list it on your taxes and a person who receives it lists it with the government — is that all right?"

Myers opined that any investigation committee should look for the source of the payola. He pointed out that promotional costs (presumably including any payola) ultimately comes out of an artist's record and royalty. "If there is any real immorality in payola," said Myers, "it is the siphoning off of this money in front of the artists' anticipated royalties. He doesn't get anything until this whole thing is washed out."

All of the panel members agreed that there is "a cloud over the disk jockey fraternity." Williams opined: "I think we are in need of public relations to a great extent."

However, Ackerman pointed out: "If a probe takes place it would be harmful, if it's merely a surface probe. It could present a distorted picture of some payola. If a probe takes place I think it should be rather thorough so as to show a record suddenly in the disk jockey fraternity, most of whom I believe are respectable people."

There was also a discussion of the possible effects of payola on "Top 50," "Top 40," type station listings. Myers said: "I think that when a record suddenly advances in the first two days into a position of 32 or 29 or 19 on one of these lists, and is then mailed back to the music publisher in New York so he can take it around elsewhere and show that the song has gained commercial acceptance in another market, this boosts its acceptance in the market after market and starts the chain reaction that can build a hit in record, and payola often comes into play here."

Finch contended that no jockey can "make" a record but Williams disagreed and said he thought if the public hears a disk played often enough the public begins to believe it's a big hit, even if they personally don't like it.

Sullivan, who pledged WNEW's full support in any effort to root out payola, said: "I don't have a great deal of knowledge of payola. I do have some knowledge of WNEW, and to my knowledge, it doesn't exist here."

Sullivan also commented that if he found out a WNEW jockey was taking payola: "I'm sure that I would probably faint because, honestly it would be foreign or alien realization for me." He added: "I know how much money (the jocks) make, and as long as they're worth it, they'll be here unless they begin to augment it from some place else."

## TV PRODUCERS:

What are your needs—  
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a complete spectacular?

Take a ten minute break to get a fresh outlook on some fresh new talent to spark up these important ratings for your TV shows. Take a good hard look at the vital facts about today's best recording stars. Check their backgrounds, their hits, past and present... get a 24" picture of the solid appeal of today's important stars. The way to get all of this important talent data is to . . .

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— a special slick-stock section of the December 14 issue.

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look to . . .

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for the greatest!

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UNITED STATES

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*The Hit Pick  
of all  
Trade Papers*

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AGAIN**

Orchestra Under the Direction of Ray Ellis

K12843

**MGM Records**

# The 3M Tape Cartridge: An Exclusive Description

Seen Posing Phono Competition But No Threat to Reel Tape

By SAM CHASE

**NEW YORK** — The new tape cartridge system developed by Minnesota Mining & Manufacturing Company, first details about which were disclosed exclusively last week by The Billboard, will not be shown publicly in some time during 1960, and will not likely become commercially practicable until 1961 at best. Even as The Billboard secured additional exclusive details concerning the 3M development, it became apparent that qualities inherent in the system render negligible the possibility that it can do anything but help sell the concept of tape without competing with today's reel tape.

There's no doubt that the 3M system is unique—and possibly revolutionary. Like the RCA Victor cartridge to which it may pose a serious competition, the 3M development is mainly geared for the mass market, and its ultimate objective is the replacement of phonographs and records. However, it is unlikely to woo away proponents of the 2-inch fidelity sound which comes from reel-to-reel tape.

Last week, The Billboard disclosed that the 3M cartridge will operate at a speed of 1 1/2 inches per second, half that of the Victor cartridge and one-fourth the speed of the slowest reel tape. The story also indicated that the 3M technology will permit stacking of cartridges for consecutive play.

This week, The Billboard can reveal that the size of the tape used in the 3M cartridge is less than half as wide as the 1/4-inch common in the industry now. As a result, the cartridge will play for about one hour in stereo, same as the Victor cartridge, but on about 3/5 the amount of tape. The story also indicated that the 3M technology will permit stacking of cartridges for consecutive play.

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**Plus Firms Involved**  
Involved with 3M in this development are understood to be such firms as CBS, Inc., Zenith and the giant Dutch electronics outfit, Philips. Exact contractual relationship is not yet clear, but it is

believed that 3M will control all licensing on the system, which is its own, but will likely limit itself to the manufacture of tape to be used in the cartridge. Zenith is interested in the license to produce the

## 3M CONFIRMS NEW CARTRIDGE

**ST. PAUL** — As a result of The Billboard's exclusive story last week concerning the new tape cartridge under development by Minnesota Mining, that company has issued the following statement of confirmation:

Minnesota Mining & Manufacturing Company confirmed today that it is continuing its work on its new system of recording music for the home, a new tape cartridge.

Herbert P. Bustow, president of 3M, says that its system will not be unveiled until sometime in 1960, and that no instrument can be expected for at least a year.

The 3M executive said it would be premature to reveal any other information regarding the new cartridge system at this time.

cartridge player, possibly under other firm's names as well as its own. CBS would like to produce the pre-recorded tapes thru its Columbia Records arm, and has participated actively in the lab work on the system. Phillips could be interested in manufacturing both the player and tapes for the European market.

The 3M cartridge player, in prototype form, can play five cartridges automatically — the equivalent of about five hours of play. These are stacked on a single spindle by inserting them into an aperture in the player. The top cartridge, when it finishes play, pops upward and is replaced at the playing head by the one directly beneath it.

**Cigarette Size**  
Each cartridge, in size, is roughly comparable to a pack of cigarettes. Like Victor's, the tapes are encased in plastic. It's understood that it would be possible to edit them, if necessary.

The quality of the sound reproduced from the 3M system, according to those who have heard it, is at least equal or superior to that from disk, albeit not up to that from reel tape. Because of this, it is unlikely to cut much into the market for reel tape buyers, for advocates

(Continued on page 21)

# Victor Preps Plug-In Player for Mass Cartridge Sales in 1960

**CAMDEN, N. J.**—Still existing competition over the future of its tape cartridge system despite potential competition, RCA Victor this week planned a drive for mass sale of its cartridge players in 1960. In a new move in its marketing plan for the work which recalls the method used by the firm in successfully launching its 45 r.p.m. disks about a decade ago.

At that time, to secure play for its new-record records, RCA marketed a small, inexpensive player which could operate by plugging it into existing phono equipment.

Now, Victor is about to commence production on tape cartridge player which, similarly, can be plugged into present equipment. Delivery will commence in February and the model will be priced under \$100, or less than half the cost of the cheapest present model.

It's understood that production of this model will run around 5,000 per month during 1960. As a starting production figure, this is substantial in the light of many trade estimates that the total of about 500,000 tape players of all types are likely to be sold during 1960.

The tape player brings to four the number of Victor cartridge models in production. Its initial player has been in production for some while; a de luxe version announced the same time is now hitting the assembly line; and a

## Colored Tape Applauded

**NEW YORK** — Audio Devices reports that its new color magnetic tape, which comes in green, and blue, as well as the standard brown, has been of great use in the educational and scientific fields. The firm's own survey discloses that schools using tape in speech, drama, language and other courses, have been likely to get their taping returned from the station.

## EDITORIAL

# Sell Tape Now!

New technological developments frequently bring a certain amount of confusion, and the current bappings in tape are no exception. The new tape cartridge being developed by Minnesota Mining may eventually prove to be a real revolution and, perhaps with the RCA cartridge, may help change the entire home music playback habits of America some day. But all that is in the distant future.

At this moment, the tape industry, from manufacturer down to dealer, is looking with keen concern upon all developments bearing upon current business. The sale of tape and tape players in the forthcoming Christmas season and in the year of 1960 may well have a considerable bearing on whether 3M even considers it worthwhile to market its new device.

To all who have read The Billboard's exclusive coverage of this development and wondered how it will affect their tape business at this time, we strongly advise them to stop considering it at all. While it is our obligation to inform these readers of new developments, we also urge them to sell present tape systems now, and sell them hard. There are sound business reasons for this course:

1. The first place, the 3M system cannot become a commercial reality in any form for over a year (see 3M statement to The Billboard).

2. When it does arrive, its appeal will be to a particular market, as indicated in the accompanying story. This market is NOT, for the most part, the market currently interested in tape.

3. Therefore, dealers will not steer any present tape customers wrong by urging them to proceed with present purchases, as planned. Nor can dealers themselves go wrong by adding to their tape inventory as the 3M device does not yet exist.

4. Finally, developments this week assure dealers complete protection against economic derangement from future changes. The Ampex announcement (see story on Page One) to this effect is certain to have a stabilizing effect and well may point the way to other firms in the tape industry.

To sum up, we cannot urge the tape industry strongly enough to continue all present efforts to sell the theory and practice of tape. We believe that a great opportunity exists for a renaissance in tape sales in the season and year directly ahead. It is in these that full advantage will be taken at this opportunity knowing that intelligent planning is safeguarding the industry in the future.

# New RCA Slot For Casella

NEW YORK — P. J. Casella,

executive vicepres for consumer products of RCA, has been given the additional responsibility for the RCA Victor Distributing Corporation. Casella will now report directly to John Burn, RCA president. Casella previously reported to Charles Odorizzi, group executive vicepres, who also had responsibility for the RCA Victor distrib company. In the changeover of duties, Odorizzi is now responsible for the RCA Victor Record division and the RCA Victor Company of Canada.

# AMPEX FORESEES NO TAPE SPEED BATTLE

Continued from page 1

quired London Records catalog in its established reel-to-reel four-track format. UST's first London release will be made around the first of the year. It will consist of 65 tapes which will be the equivalent to 112 LP's. Prices will be comparable to stereodisks.

The first release will include 11 complete operas performed by such artists as Fiddali, De Stefano, Simon De Montfort and others. UST's schedule calls for releasing approximately 20 complete operas from London's catalog during the forthcoming year. Hereafter, only three full operas have been available to tape collectors. Operas will be priced identically to that of their stereodisks counterparts, thus making it the first time in recording history that consumers won't have to pay premium prices for tape versions of operas.

UST will issue a total of 35

other classical works on tape, or the equivalent of 55 LP's. In numerous instances, single reels will contain as much music as two complete LP's. Symphony orchestra conductors featured in this release include Leopold Stokowski, Kubelik, Soli, Argenta, Munchinger, Kirsh, and Von Karajan.

On the pop side, UST will issue four Maniakov four-track tapes (equivalent to six stereodisks) for albums by Frank Chacksfield, Ted Heath, Stanley Black and Edmund Ross.

UST's pact allows it to lease London's master tapes of all material now produced or distributed in this country. Contract was signed by London's execs, Leon Hartstone and Ampex's Brown. UST will manufacture and distribute the tape product. It is now distributing the versions of 23 recording firms.

# Bell Victor Cartridge Players Read for Market

COLUMBUS, O. — Bell Sound,

which backed RCA Victor's tape cartridge system by bringing out six models of players which will handle Victor cartridge, this week expressed confidence that it was to reach the mass market at this time, it still must do so through this system, regardless of future developments. "We're in business with the Victor cartridge, and we mean to stay in it," said one top Bell exec.

As evidence of this intent, Bell completed arrangements for a network of distributors for its cartridge players, which it calls the Bell Stereo-Pak. Bell is utilizing two-tier distribution for the Stereo-Pak, against the one-step it utilizes for its high fidelity components. A number of the distributors named will make the players available to appliance and photo dealers as well as to music stores, record stores and department stores. Complete

cost-to-cost distribution will have been completed by the end of this year.

Earl V. Sala, Bell's general sales manager, said that Bell's first shipments have been made of the full line to the distributors, and that dealers can expect stock momentarily. If it's not yet already arrived.

Bell feels that while it cannot gaze into the crystal ball and es- timate the future of the potential Minnesota Mining cartridge in the years ahead, a good market exists now for current product. As a result, it is planning a consumer push, starting with an ad for the Stereo-Pak in the December Esquire. Sales meetings will be set up with local distributors for promotion on a market-by-market basis, involving local newspaper ads.

Additional distributor appointments (Continued on page 21)



# Citation of Achievement

## 1959

*Awarded to the writers and publishers of the great  
Country and Western Song Hits of the Year*

### TO THESE WRITERS

Bill Anderson  
Carl Belew  
Bill Browning  
A. P. Carter  
Helen Carter  
Johnny Cash  
Paul Clayton  
Wilma Lee Cooper  
Mary F. Depeew  
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Jimmie Driftwood  
Roy Drusky

Harolda "Sunny" Dull  
Darrell Edwards  
Larry Ehrlich  
Don Everly  
O'Brien Fisher  
Tillman Franks  
Don Gibson  
Thomas P. Glaser  
Burkett Graves  
Bernie Harville, Jr.  
Don Helms  
Hazel Houser

Harlan Howard  
Ferlin Husky  
Ray Jackson  
George Jones  
David Lazar  
John D. Loudermilk  
Vic McAlpin  
William McCall  
Frankie Miller, Jr.  
Roger Miller  
George Morgan  
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Alvis E. "Buck" Owens, Jr.  
Webb Pierce  
J. P. Richardson  
Shelby Singleton  
Tom Six  
Carl Smith  
Redd Stewart  
Melvin Tillis  
Thurman "Teddy" Wilburn  
Virgil "Doyle" Wilburn  
Marijohn Wilkin  
Marie Wilson

### TO THESE PUBLISHERS

Aeuff-Rose Publications  
Be-Are Music Publications, Inc.  
Bee Gee Music Publications, Inc.  
Cajun Publishing Company  
Cedarwood Publishing Co., Inc.  
Central Songs, Inc.  
Champion Music Corp.  
Fairway Music Corp.  
Four Star Sales Co., Inc.

Gaylord Music Company  
Glad Music Company  
Golden River Publishing Co.  
Hi Lo Music, Inc.  
Island Music Publishing Co.  
Johnny Cash Music, Inc.  
Lancaster Music Publications, Inc.  
Pamper Music Publisher

Peer International Corp.  
Ridgeway Music  
Sanga Music Company  
Starday Music  
Starrite Publishing Company  
Sundown Publishing Co.  
Sure-Fire Music Co., Inc.  
Tree Publishing Co., Inc.  
Warden Music Co., Inc.

*In recognition of the great national popularity attained by these Country and Western Song Hits*

ALL OVER AGAIN  
AM I THAT EASY TO FORGET  
BATTLE OF NEW ORLEANS  
BIG MIDNIGHT SPECIAL  
BILLY BAYOU  
BLACK LAND FARMER  
COME WALK WITH ME  
COUNTRY GIRL  
COUNTRY MUSIC IS HERE TO STAY  
DARK HOLLOW  
DON'T TAKE YOUR GUNS TO TOWN  
DON'T TELL ME YOUR TROUBLES  
GIVE MYSELF A PARTY  
GOTTA TRAVEL ON  
GRIN AND BEAR IT  
HEARTACHES BY THE NUMBER

HOME  
I AIN'T NEVER  
I'M IN LOVE AGAIN  
I GOT STRIPES  
JIMMY BROWN, THE NEWSBOY  
LIFE TO GO  
THE LONG BLACK VEIL  
LUTHER PLAYED THE BOOGIE  
MOMMY FOR A DAY  
MY BABY'S GONE  
OLD MOON  
PARTNERS  
PICK ME UP ON YOUR WAY DOWN  
POOR OLD HEARTSICK ME  
SET HIM FREE  
SOMEBODY'S BACK IN TOWN

TEN THOUSAND DRUMS  
TENNESSEE STUD  
THAT'S WHAT IT'S LIKE TO BE  
LONESOME  
A THOUSAND MILES AGO  
TIL I KISSED YOU  
TREASURE OF LOVE  
WATERLOO  
WHAT DO I CARE  
WHEN IT'S SPRINGTIME IN ALASKA  
WHICH ONE IS TO BLAME  
WHITE LIGHTNIN'  
WHO CARES FOR ME  
WHO SHOT SAM  
YOU'RE MAKING A FOOL OUT OF ME

**BROADCAST MUSIC, INC. • 589 Fifth Avenue, New York 17, N. Y.**

# CAPITOL RECORDS BACKS DEALERS WITH FULL DIMENSIONAL SELLING IN ESQUIRE

MUSIC AUTHORITY IN A MAN'S WORLD



Take a good look at this remarkable Capitol Records advertisement in December Esquire. Your customers will!

A 16-page full-color catalog of 144 outstanding Capitol albums is the feature. And it is bound into the most elaborate and festive issue of Esquire ever published.

The Christmas 1959 Jubilee issue of Esquire is a gala 384-page holiday spectacular, boxed in a rich gold carton and selling for one dollar.

More than 7,000,000 readers will see this extraordinary issue. Most of them have incomes far above average . . . and Christmas shopping budgets to match. Most have phonographs of their own. All are looking for gift ideas. Many will buy December Esquire especially for its gift suggestions. And what suggestions will they see first?

The magazine will automatically "break open" at the Capitol "Gift of Music" ad and removable catalog (thanks to the insert binding). That's a break for you!

Imaginative promotion and great albums make Capitol THE line to feature in your store's holiday displays. And don't get caught short! Call your Capitol distributor today for enough stock to satisfy all the people December Esquire will send to your store. Cash in on . . .

Full Dimensional Selling of Capitol Records as advertised in Esquire!



## Magnavox Debts Concert Grand Stereo Console

FORT WAYNE, Ind. — Magnavox Inc. introduced edition class of the console photograph field next week, with first delivery of its Concert Grand stereo instruments. The Concert Grand, listing at a price ranging from \$1,000 to \$1,100, depending upon what selection is made of six different wood finishes in three models, traditional, provincial and Danish modern, offers a new peak, too, in Magnavox electronic instrument price and also offers an industry high of 200 watts peak power in a packaged stereo unit.

Two firsts in the Magnavox Concert Grand are an automatic signal-seeking FM-AM radio, such as was introduced initially in the Cadillac car radios and a remote wireless control of the four-speed phonograph that enables the listener to turn the record player on or off, raise or lower the volume, reject or change records, from anywhere in the room with a fingertip control instrument very similar in appearance to those utilized in some TV sets. The remote control also changes AM-FM stations, automatically selecting every usable station.

All three different styles of caliche offer heavy glass panels on top of the console to protect the natural grain wood finishes from stain or burn. The record changer is reached thru a center gliding panel, while the Magnavox sound equalizer controls are hidden behind a center gliding panel in the front of the instrument.

The Concert Grand's sound system is powered by a separate 10-watt treble amp and a 40-watt bass amp in each stereo channel, while each channel has its own 15-inch bass speaker, each having 42-ounce magnets, and its own 1,000 cycle exponential treble horn.

CHICAGO—Paul V. Galvin, 64, electronics pioneer and chairman of the board of Motorola, Inc., which founded in 1924 Galvin Manufacturing Company here, died Thursday (5) in an Evanston hospital.

### FROM ONE WHO LEARNED

This engraving shows a diamond-chip needle sent by a disappointed user, who learned all diamond needles are not O.K. Shows what happens if a heat bubble forms when a chip is welded on. Can't happen with a Duotone Needle that uses only the whole diamond set deep in the metal shank.



### DUOTONE DIAMOND NEEDLE

"I still remember!"

—GARY L. JONES

In Canada: Chas. W. Palmer, Ltd., Toronto

## EMI to Import Raw Tape Here in 1960

NEW YORK — Electrical & Musical Industries will begin importing raw tape into the United States sometime in 1960, according to Herbert Weisburgh of Scope Electronics. Scope is currently handling distribution and sales of EMI high fidelity components and professional electronic equipment. EMI introduced its raw tape line in Canada at the recently completed Toronto high fidelity show, and Canadian officials said they believed introduction here would follow in short order. The tape line consists of standard reel sizes and lengths of tape, priced to compete

with domestic product. All of the tapes shown in Toronto were acetate-based.

Weisburgh explained that it may be as late as next fall before the tape is read for distribution. He said that professional users such as broadcasters and recording studios were testing it now to see if it met American specifications. In addition, there is a packaging problem. In Britain, EMI tape features the trade-marks of the various EMI record labels — His Master's Voice, Parlophone, Columbia — on the package. Weisburgh pointed out that EMI does not hold the rights to those trade-marks in the United States, which necessitates developing a new package. The boxes displayed in Canada did not contain the offending trade-marks.

Scope will set up a manufacturers' rep distribution system to handle the tapes, which will be marketed thru record stores, music shops, hi-fi specialty dealers, camera stores and other outlets now handling raw tape. The price will be competitive, Weisburgh emphasized, even the EMI face transportation costs and import duties not faced by American manufacturers. "We can do it because sales in Britain have long since paid off the engineering costs. All we have to worry about are shipping, packaging, manufacture and advertising."

In addition to the home recorder tape, EMI will include tapes for instrumentation and television use.

## Sylvania Adds 12 New Stereo Console Models

NEW YORK — Sylvania Home Electronics Corporation has added 12 new self-contained stereo hi-fi console phonos to its 1960 line.

Ranging in list price from \$199.95 to \$469.95, the consoles feature a wide range in furniture styling — contemporary, modern, provincial, traditional and early American cabinetry. Three of the new models feature Sylvania's three-directional stereo sound.

The \$469.95 model features six speakers, AM-FM tuner and extension speaker enclosure. Listing at \$249.95 is a console styled with a record album cabinet centered between the master unit and the stereo extension enclosure.

### Bell Victor

Continued from page 18

men are to be made in other areas with a sales training program developed with each new distributor on the Stereo-Pak. Stating that "Bell will be the utmost faith" in the Victor system, Bell identified the following as its new distributors to date:

Buckeye Electronic Distributors, Columbus, O.; Central Distributors, Portland, Ore.; Gould - Farmer Company, Syracuse, N. Y.; Langdon & Hughes Electric Company, Utica, N. Y.; Pringle Radio Wholesale Company, Everett, Wash.; Radio Electric Service of Penna., Allentown, and Philadelphia; Roodfield Company, Indianapolis and Richmond, Ind.; Tel-Electronic Distributors, Spokane, Wash.; and Western Movie Supply Company, Hollywood.

### 3 M Cartridge

Continued from page 19

of sound purity probably will be unwilling to settle for a tape cartridge any more than they would settle for disk.

The pre-recorded tapes for the 3M cartridge are made via a complex process on top quality professional equipment, contributing to the mod dynamic range and frequency response when played back at the 17 1/2 ips speed. Whether the 3M player will also be able to record with comparable quality is regarded as a moot question at this time. It's felt that it can likely do a completely adequate job for recording, parties, etc., but that for high fidelity music a special attachment would be required. While this doubtless could be made a piece of optional equipment, the additional cost would probably send the entire package into the cost area

## Granco Racks Big Gain in First Quarter

NEW YORK — Granco Products, Inc., FM radio manufacturers, chalked up a 58 per cent increase in net sales for the first quarter of its current fiscal year with a 67 per cent boost in per share earnings.

Granco president Henry Fogel predicted: "We foresee the day in the not so distant future when all radio will be FM radio." The exec said production currently is double last year's rate and opined that sales for the year should exceed \$4,000,000 as compared to \$3,000,000 last year. Granco produced 40 per cent of the domestically made FM home radios in 1958.

### Victor Preps

Continued from page 18

out (see other story), these include two other as yet unnamed firms, one of which is an important component manufacturer for phono companies.

To publicize its cartridge system and players, Victor plans to launch a major advertising and promotion campaign for the coming Christmas buying season and for all of 1960, to let the consumers and dealers know that it plans to sail full steam ahead.

The pre-recorded tapes for the 3M cartridge are made via a complex process on top quality professional equipment, contributing to the mod dynamic range and frequency response when played back at the 17 1/2 ips speed.

In short, the 3M development has great potential for the industry. It will bring, in the future, a second method of tape cartridge playback and recording to that portion of the mass market which currently is interested in records, yet it is not deemed likely to make inroads into the tape market which exists today. In this respect, it is regarded by industry analysts as augmenting an ever healthier ultimate future for tape.

# best



# sellers

BEETHOVEN CONCERT  
—BOLLY—VANGUARD

BIG DICK  
—ZIMMERMAN—HITTAPE

BLUE HAWAII  
—VAUGHN—DEL CANTO

B'WANA  
—LYMAN—HITTAPE

COPLAND: BILLY THE KID  
—COPLAND—EVEREST

ESCAPE  
—TROTTER—WARNER BROS.

FABULOUS CENTURY  
—WILLIAMS—KAPP

EXOTICA VOL. 1  
—DENNY—LIBERTY

FABULOUS FORTIES  
—WILLIAMS—KAPP

BIEL  
—SOUNDTRACK—M-G-M

LET'S DANCE  
—CARROLL—MERCURY

MR. MUSIC MAKER  
—WELLS—DEL CANTO

MORE SONGS OF THE  
FABULOUS FIFTIES  
—WILLIAMS—KAPP

MUSICRACKER SUITE  
—NEW YORK CITY BALLET  
ORCHESTRA—KAPP

SAINT-SAENS: SYMPHONY #3  
—PARAY—MERCURY

SECRET SONGS  
—PREVIN/ROSE—M-G-M

77 SUNSET STRIP  
—BARNER/COVATTOCK  
—WARNER BROS.

SHOSTAKOVICH SYMPHONY  
#5—STOKOWSKI—EVEREST

SOL OF SPAIN  
—LOU STRINGS—DEL CANTO

TABOO  
—LYMAN—HITTAPE

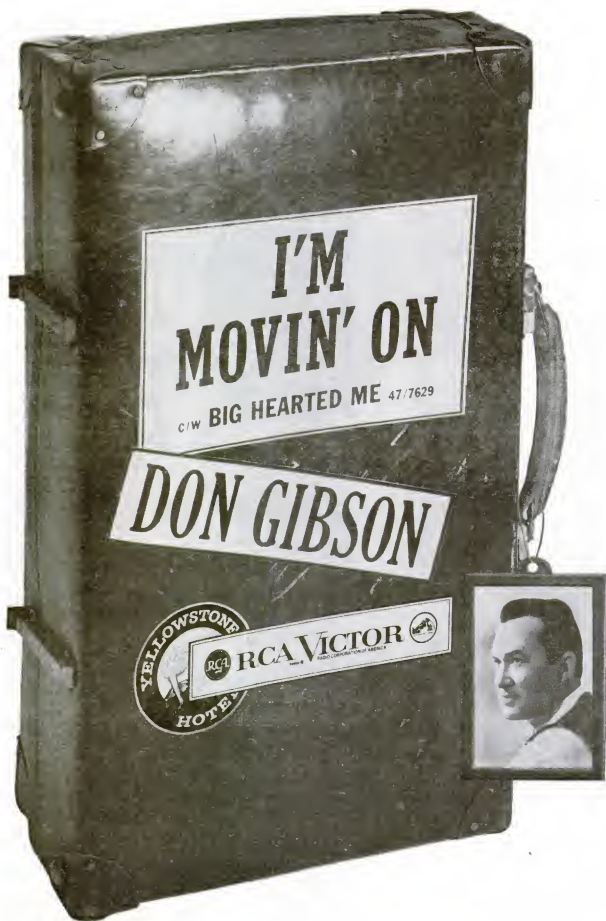
# stereo

# tape

Are you a UST Dealer? Write for details and learn how you can obtain special advantages by qualifying as a UST Tape Center.

UNITED STEREO TAPES 1009 KIFER ROAD SUNNYVALE, CALIF.

*really movin'!*



## DISTRIBUTOR NEWS

By HOWARD COOK

**SAN FRANCISCO:** Stan Cumberbatch of New Sound called to report strong action on "Uli Oh!" by the Nutty Squirrels on Hanover. "The Big Hurt" by Toni Fisher on Signet is also big. Other hot sellers at New Sound include "In the Mood" by Ernie Fields on Rendezvous. "The Enchanted Sea" by the Islanders on Mayflower, "Teardrop" by Santo & Johnny on Canadian-American, "It Happened Today" by the Skyliners on Calico, "Piano Shuffle" by Dave (Baby) Cortez on Clock and "Gilles" by Sonny Spencer on Memo.

Bob Sommers, promotion manager of C & C Distributing Company, writes that his strongest sellers are "So Many Ways" by Brock Benton, "Smooth Operator" by Sarah Vaughan, "Unforgettable" by Dinah Washington and "My Love Will Last" by Ernestine Anderson (all on Mercury). Dintona has "Candy Apple Red" by Bonnie Guller.

**PHILADELPHIA:** Ted Kellm of Marnel sends word that Laurie is real hot with "Marina" by Rocco Granata. Epic has high hopes for "Sinky" by Link Wray. Cameo is clicking with "We Got Love" by Bobby Rydell. Strongest United Artists' disks are "Love Poem No. 9" by the Clovers and "I'll Walk the Line" by Don Costa. Carlton is moving "Starry-Eyed" by Gary Stills. Its subside label, Guaranteed, is big with "Seven Little Girls" by the Back Seat" by Paul Evans and the Curis and "Old Shep" by Ralph DeMarco.

Bomarc is moving "When I'm Lonely" by John Capri and "Hawaiian War Chant" by the Dynastones. Colpix has "Let There Be Love" by Jimmy Darren. Savoy's strongest is "I Cried Like a Baby" by Nappy Brown.

Bob Heller of Chips writes that "You Are My Sunshine" by Jimmy & the Rebels on Roulette looks promising. Other promising platters include "Down by the Station" by Rita & Robin on Unikal, "Taste" by the Double Dates on Luck and "Let's Face It" by Maynard Ferguson on Roulette. Top LP's are "Bunch of Goodies," "Oldies in Hi-Fi" and "Soulful Saxophone" by Gene Ammons on Chess. Somerset has "Sing Along With the Honky Tonks" and #101 Strings Play Easy of Seaz.

Chips has started a "Christmas Tree Special" plan. Under the plan, dealers may purchase any 50 albums from Chips from the various labels carried and are allowed to return 50 of any labels. As an extra attraction, that all the albums are 100 per cent guaranteed for exchange.

**EAST HARTFORD, Conn.:** Top six at Trinity Record Distributors are "You Got What It Takes" by Mary Johnson on United Artists, "Rish Tide" by Willie Nelson, "Verde Mac" by Phil Phillips on Mercury, "We Told You Not to Marry" by Tinas Turner on Glover and "Sandy" by Larry Hall on Strand. Comes include "Years From Now" by Della Reese on Josie, "Boogie Beat" by Jimmy Preston on Mercury, "My Little Martin" by Janie Horton on Joy, "Goodnight, My Love" by Jesse Belvin on Janie and "Humrock" by the Ramrocks on Personality.

**DISTRIB DOINGS:** Lou Pagan of All-Disc in New York called to say that the Audio Fidelity dealer presuck is going like wildfire. He has sold 9,000 sets in the past week. ... Irvin Zuck of Challenge Records reports strong action on "The One You Slip Around in" by Jan Howard and "Wishful Thinking" by Wynne Harris. ... Harold Kellm of Marnel, music promotion man for Joseph M. Zamotki Company, ABC-Paramount distributors for Maryland, Virginia and Washington, D.C., sends a note to give info on "I'll Go on Loving You" by Janie Horton on Josie. He also distributed thru ABC-Paramount. He reports heavy action for the side through his territory.

**CINCINNATI:** Ed Rosenblatt, mahoff of the newly-formed Cosmo branch, called to give a run-down of his best sellers. Tops are "Uli Oh!" by the Nutty Squirrels on Hanover, "Ella Tite" by Bobby Freeman on Josie, "Years From Now" by Della Reese on Jubilee, "At Sundown" by Jimmy Ricks on Signature and "Marie" by the Four Tunes on Josie. ABC-Paramount's "What I Want It Is" by the Blue Notes on Brookside and "Our Father" by the Bow Ribbons on Motif.

**NEW YORK:** Mickey Wallace of Mylverne reports strong action on "The Little Drummer Boy" by the Harry Simcoe Chorus on 20th Fox, "Way Down Yonder in New Orleans" by Freddie Cannon on Swan, "The Chipmunk Song" by David Seville & the Chipmunks on Liberty, "Time to Cry" by Paul Anka on ABC-Paramount, "Milk and Whoopee" by Julie London on Liberty and I've Got to Pass Your House" by the Andrews Sisters on Kapp. Strongest LP's are the five sets in the "Ella Fitzgerald Sings the George and Ira Gershwin Songbook" volumes.

**MIAMI:** Frank Hackinson of Hansen Publications writes that "Smoke (Part II)" by Hi is beginning to take off. "Silver Slippers" by Eddie Crandall on Scarlet is moving. "First Name Initial" by Annette on Vista continues to climb. "Smoke in the Garden" by Jerry Howard on Dito is breaking. Other good sellers include "Forever and Ever" b/w "Saying Young" by Rex Allen on Vista, "Little Green Snake" by the Mello-Larks on Hansen and "Swamp Fox" by Rex Allen on Disneyland.

## ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING

## DeMarco Scores With Revival of 'Old Shep'

Ralph DeMarco, a handsome 17-year-old kid from the Bronx, N.Y., is currently scoring on the Guaranteed label with a revival of Red Foley's c.d.w. hit of a decade ago, "Old Shep."

DeMarco, a graduate of Christopher Columbus High School, was discovered by talent scout Alan Nelson and brought to the attention of Guaranteed Records presy, Joe Carlton.

The warbler has brown hair, brown eyes, is 6'1" tall and weighs 180 pounds. He is adept at all sports, also he prefers swimming, basketball and football.

DeMarco, who does not consider himself a rock and roller has taken voice lessons only since last March. The chanter has appeared on most of the big deejay stunts around the country.



## Passions Hit With 'Just to Be With You'

The Passions were discovered by their friends, the Mystics, and brought to the attention of manager Jim Gribble.

The six-piece quartet consists of lead singer Jimmy Gallagher, Tony Armato, Albee Galione, and Vinnie Accerno. All are under 19 years old.

They are all athletic, with swimming, basketball and baseball being their prime interest other than singing.

Their initial recording effort, "Just to Be With You," is moving up on the Hot 100 chart. They have already appeared on "American Bandstand," "The Dick Clark Show," "Rate the Record," "The Alan Free" Show and many more. They are scheduled to appear at the fifth annual Alan Freed Christmas Show at the Fox Theater in Brooklyn, N.Y.

## YESTERYEAR'S TOPS—The nation's top tunes on records as reported in the Billboard

1. Hey, There
2. This Ole House
3. Skokian
4. Shoo-Boom
5. I Need You Now
6. If I Give My Heart to You
7. High and the Mighty
8. Little Shoemaker
9. Papa Legba Mumbo
10. Hold My Hand
11. November 13, 1949
12. You're Breaking My Heart
13. Lucky Old Sun
14. Jealous Heart
15. Slipping Around
16. Maybe It's Because
17. Cry
18. I Can Dream, Can't I
19. Don't Cry for Me
20. Some Enchanted Evening

## VOX JOX

By JUNE BUNDY

**RESORT HOPS:** Taping of deejay shows and staging of record hops has proved such a success at Grossinger's, the Catskill resort, that the hotel plans to continue them thru the summer. Gene Kaye, WAEB, Altentown, Pa., will tape his shows—for re-broadcast by his outlet—at Grossingers during the Thanksgiving holiday; while Stan Dale, WAIT, Chicago, is scheduled for a tape session at the hotel Christmas and New Year's.

Last week, Grossingers saluted New York outlet WCCA's "Wall to Wall" music policy, by playing tape (featuring mood music-type disk selections) supplied by the station over the resort's p.a. system. The station's entire jockey roster and program director Steve White attended a dinner which the hotel held in their honor. Alan Foshko, who engineered the deejay-type program for Grossingers, reports that the record hops—staged at the pool, ski lodge, etc.—are attracting adults as well as teenagers. He now plans to screen telltale dancing disk artists lip-synching to their latest hits—at the hops.

**CHANGE OF THEME:** New program director at WGVA, Geneva, N.Y., is 25-year-old Jack Palvino. ... Nicky Corvello has joined WHLL, Wheeling, W.Va., in the noon to 3 p.m. time slot across-the-board. He formerly was with WOBY, Clarksburg, W. Va. ... George Tucker, WNTA, Newark, N.Y., launched his new "Teen Beat" show from 8:30 to 9:30 p.m. across the board. The nightly hour show will be an on-the-air portion of a teen-age hop held earlier each day. Tucker will stage the two-hour set at first, then at rotating places on a rotating basis each week, transcribing the last hour each day and broadcasting it that evening.

Bartell Family Radio's new New York outlet WADO (formerly WOV) was launched this month, featuring "balanced musical programming," highlighted by a station-sponsored survey listing of local pop hits, but also including Italian language shows, rhythm and blues, and album sets.

New WADO line-up is as follows: Happy Hare, formerly with KCBQ, San Diego, Calif., 5:30-9 a.m. and 11 a.m.-1 p.m.; Ken Garland, ex-WHLM, Providence, R.I., 9-11 a.m. and 1-3 p.m.; John Holladay, ex-KWK, St. Louis, 3-7 p.m.; Renee Sacerdoti and Giorgio Podarini, WOV's regular Italian programming emcees, 7-10 p.m.; Jack Walker (also a WOV holdover) 10 p.m. to 3 a.m. from the Pal Cafe in Harlem; Sam Seaburg, a transcribed show with an electronic-styled emcee, 3-5:30 a.m.

All disks will be screened for ailing by a management team comprised of station manager Nel Bartell, program director Al Hecox, sales execs and the entire deejay staff. However, the deejays will be referred to as "WADO Music Makers"—not jocks—while on the air.

Several key deejays are changing posts this month. Hi Lit, formerly with WNTA-TV, Newark, N.J., is replacing Joe Niagara at WJBG, Philadelphia. Niagara has moved to KPOP, Los Angeles. ... Bob Wells has left WBZ, Buffalo, and joined WGR, AM-TV, same city.

Cal Milner, formerly with WFEN, Philadelphia, and WGBS, Miami, has been assigned to FOXO-General Stations as co-ordinator of radio productions. He will work under Mark Forrester out of the Hollywood headquarters for the five AM stations of the group. ... Barkus & Shalit, Inc., has resigned as public relations counsel for Dick Clark, effective November 30.

Larry Dixon, WCHB, Detroit, was in Manhattan last week "visiting accounts and timing up talent." ... Harry Harmon, ex-program director-deejay, WFEO, Peoria, Ill., joining WMCA, New York, this week. ... Duncan Otway, formerly with WQNE, New Orleans, has replaced Barney Grover at WKLO, Louisville, in the 9 a.m. to noon period. Groven will concentrate full time on programming and production.

Louisville outlet WKLO also has a new face jock—Dusty Knight (Mrs. Groven) who will handle the 9 a.m. to midnight time slot, rather than the 10-11 p.m. slot. ... DJ Dave Cowley, on his forthcoming wedding, He and his new frau will be in New York November 22 at the Sheraton-East.

America's first all men station, WIER, Memphis, celebrated its fourth birthday last month with a party for over 200 advertisers, record company reps, etc. ... New general manager of WCAX, Burlington, Vt., is Alfred E. Spokes, formerly vicepres-general manager of WEAV, Plattsburg, N.Y.

Jerry Rie has left KNUZ, Corpus Christi, Tex., to join KJFF, Houston, and will handle the "Night Beat" show. ... Mike Russell, ex-KFBI, Wichita, Kan., and Rick Ficht, ex-WQOL, Greenville, S.C., have moved to KTLN, Denver.

In line with a major music change (emphasis on "best and subliminal sound") rather than "Muzak," WJZZ, Jacksonville, N.C., has hired the following deejays—Hal Martin, Jack Sterling (also program director) and Gene Rayson.

**DJA MEET:** The details of the recent Dick Jockey Association's Board of Directors meeting appearing elsewhere in this issue. However, we wish to note the names of those deejays appointed to the following standing committees:

The Executive Committee comprises all officers, with prey Jim Hawthorne, KDAY, Los Angeles, as chairman membership committee; Scott Nadel, WABC, New York, as treasurer; Bill Gavin, as chairman finance committee; John Dorems, WMQA, Chicago; Bob Clayton, WHDH, Boston. Public Relations Committee, Jack Lacey, WINS; Dave Neumann, Bill Allen, WIAC, Nashville; Bill Angler, Robert Seymour, WKMH, Detroit, as chairman. Convention Committee, Chuck, Chuck Bore, KNUZ, Los Angeles; Buddy Dene, WJZZ-TV, Baltimore; Paul Berlin, KNWB, Houston; second vicepres: Bob Larson, WRIT, Milwaukee; Hawthorne and Munt as co-chairmen.





HIS NEWEST! HIS GREATEST!

# JACKIE WILSON

A NEW  
RELEASE  
FROM



## TALK THAT TALK

c/w

## ONLY YOU ONLY ME

9-55165

Orchestra under the direction of DICK JACOBS



THE ORIGINAL SMASH HIT!

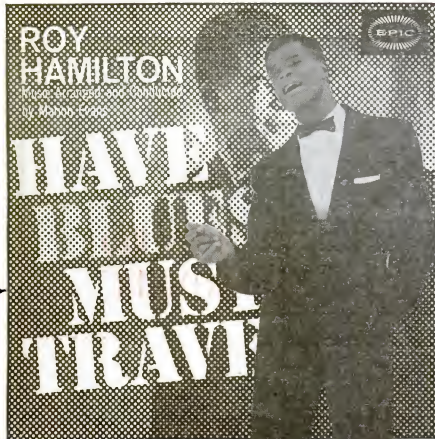
# "EBB TIDE"

BY ROY HAMILTON

5-9068



© 1959 West Inc. "EBB TIDE" A PRODUCT OF CBS



and here is  
Roy's new  
hit album!  
HAVE BLUES, MUST TRAVEL  
LN 3580  
BN 535 STEREO  
Call your Epic  
Records distributor now!



## MUSIC AS WRITTEN

• Continued from page 24

the Cordial, Chicago, for a two-weeker, set by MCA. Fort formerly appeared for 26 weeks on KGUL-TV, Houston, with his own television show, " rendezvous With Jacques." . . . The Treasures take their eight pieces of rhythm into the Copa Club, Newport, Ky., for the November 18-22 period. . . . The Mel Hermans (he's the top brass at State Records here) have moved into their new home in the swank Amberly Village section of town. . . . Bill Kellogg is featured on the 88-88 at the new Three Coins on Fountain Square in the heart of town. . . . Gibson Girl Lounge of the Sheraton-Gibson Hotel resumes soon with its former policy of spotting top jazz names. . . . Bud Chase, formerly on the staff of WCPO-TV here, is now hustling Ziv television films out of Mexico City.

Nelson King, who gave up his deejay chores at WCKY here more than a month ago, still vacationing at his home here while mulling various job offers. His negotiations with the Taft interests here for a post that would take him to the Taft-owned station in Birmingham, Ala., in an executive capacity is reportedly still in the dickering stage. . . . Bob Forest is deejay at WAEE-FM, which recently bowed here on a full-time basis. Station leans heavily to hard music. Hank Lyman is spotted on live organ from 8:30-9 p.m., on Fridays, with Scrib Mantle, station sales manager, presenting a jazz platter session 8-10 p.m., each Saturday.

Bob Edwards and Bert Pichel, of the local AGVA office, are tossing a whirling at the Copa, Newport, Ky., November 29 for the benefit of indigent AGVA members. All AGVA talent working the area at the time are slated to donate their services for the occasion, and Messrs. Edwards and Pichel hope to pack the Copa's 1,000 capacity at \$2.50 per head with no free-riders. Already inked to appear are Bob Brann, Marion Spelman and Paul Dixon, of WLWT; Joey Adams, Jane Morgan and the Lindsay Lovely Ladies, from Beverly Hills, and comics Danny Spruce and Clarence Louis. . . . Satchmo Armstrong brings his combo to Mill Meier's Castle Farm here Saturday night (21).

Coast Distributing's new branch is all set in its new quarters at 27-29 West Court Street, with formal opening slated for two weeks hence. Ed Rosenblatt, formerly with Coast in Cleveland, heads up the new quarters here, with the assistance of Dan Russo and Ralph Michaelson, salesmen; Janet Holbrook, bookkeeper, and Willie Smith, clerk. Local Coast reps 26 lines, namely Jubilee, Josie, Dana, Hanover, Signature, Summit Sound, Herald, Ember, Duke, Buck Best, Peacock, Brooke, Mofit, Palette, Coronet, Omega, Cole, Muse, Panorama, Memo, Nina, 49th State, Interlude, Astra, Vine and Assorted Accessories. Over last weekend Rosenblatt made the rounds of the local deejays with the Natty Squirrels to promote the latter's fast-moving 'Lb' Oh! on the Hanover label. Bill Sachs

### Hollywood

Jack Maas, music pub vet, joined the Famous-Paramount Music Company's Hollywood office. According to firm head Arthur Fazel, increased business volume necessitated the staff addition. Maas joins Al Friedman as Coast staffer. Mike Scott, newly signed vocalist on Omega for his initial singles release, returned from a deejay promotion swing northward, where he made a series of deejay appearances on radio and TV shows in the San Francisco area.

Mickey Golden, head of Criterion Music and manager of hit-selling Earl Grant, reports an unusual lethargy among Coast writers in submitting material. Golden claims his Criterion firm last year was represented on more than 200 records. This, coupled with the fact that he's got a top-selling artist in Grant, he feels, should spur writers to bring in material. His Coast headquarters attracts a fraction of new song material his New York office is able to bring in. Golden has no explanation for the dearth of songs in Hollywood.

Capitol has tied in with the National Cap and Cloth Institute for the promotion of Nat Cole's "A Mis Amigos" album. The album, showing Cole in a cloth hat, will be provided to men's wear stores across the country for display purposes. Similarly, copies of Cole's "The Very Thought of You" and Frank Sinatra's "Come Dance With Me" will be distributed to men's shops, since they also display the headwear now being pushed. Streamers and posters tying in the albums with the cloth cap campaign.

Billy Vaughn (they love him in West Germany) last week received another gold record from that country. This one was presented to the batonier by Princess Marie Cecile of Prussia during her Hollywood visit in honor of eight top selling disks in the Fatherland. This marks his second gold disk for West German sales. First was presented to him last winter when he visited Hamburg for his more than a million seller of "Sail Along Silvery Moon."

George Duning returns to Columbia Pictures to score "Man on a String." Italian composer Angelofrancesco Lavagnuolo was signed to score "Jovanka and the Others" for Paramount Pictures. Max Steiner will compose the score for Warner's "Rachel Cade." San Francisco's Paul Barrett of the music firm of the same name acquired world wide distribution rights to Walter Kane's piano study series, Kane headquarters in New York. Lee Zbitto.





...it's an **AUTRY XMAS!**

**Gene Autry**  
with his **Red Hot** New Single!



**"SANTA'S COMIN' IN A WHIRLYBIRD"**

c/w

**"JINGLE BELLS"**

Republic #2002



and These 2 Singles for the Money!

**"BUON NATALE"**

c/w

**"NINE LITTLE  
REINDEER"**

Republic 2001

**"RUDOLPH THE RED  
NOSED REINDEER"**

c/w

**"HERE COMES SANTA CLAUS"**

Challenge 59030

*Plus* - A Catalog Best Selling L. P.

**"CHRISTMASTIME WITH GENE AUTRY"**

Challenge LP 600

Distributed Nationally by:



**CHALLENGE**





COLUMBIA

DECCA



EVEREST

HIFIRECORDS

JANUS



LONDON  
RECORDS



RCA VICTOR

SEECO



STRAND

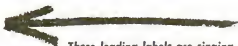
VANGUARD



WASHINGTON  
RECORDS



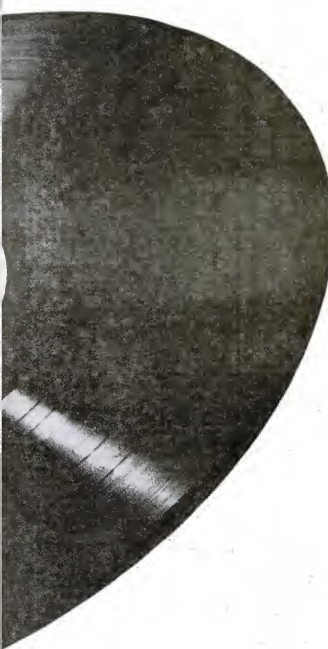
# Thanks



These leading labels are singing  
more November sales for you  
in this month's HIGH FIDELITY



# giving Platter

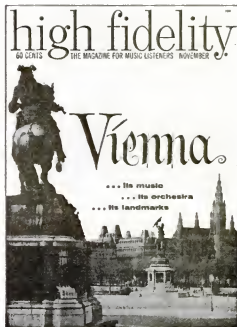


**This is the time and place for a happy "Thank you!" to the record companies. We couldn't rightly say if they've backed up you dealers with more consumer ad pages in HIGH FIDELITY than any place else (too, damn many pages to count), but they've done real good by you, brother.**

**You should go big for it because there's none of this malarkey about. . . "Our national advertising is reaching ooftey-million people!" So who cares about millions all over the map? You've got to make a living in your own backyard—or else. You've got a fat rent bill coming in every month, and a load of inventory to keep moving fast, period.**

**So take heart with HIGH FIDELITY. We've got the best and brightest record buyers reading this magazine, and there's more than enough of them within easy distance of your place to keep stirring things up. They know what they want, and they buy a lot, and they keep coming back. They love good music—and they're loyal to good dealer service.**

**What's more . . . they never clam up on their favorite subject. They're selling all the time for you. So, thanks for taking good care of them. . . and thanks, too, for your good opinion of HIGH FIDELITY, *The Magazine for Music Listeners*, Great Barrington, Mass.**





The  
Billboard

## TOP LP'S

FOR THE WEEK  
ENDING NOVEMBER 15Album Cover  
of the Week

SAINT PATRICK'S CATHEDRAL CHOIR SINGING CHRISTMAS CAROLS, Rodelita R 2097. Impressive photo by Bill Huggins of the famed church interior and chorists as they sing some of the traditional carols programmed in this LP. Timely and efficient item for display.

## BEST SELLING MONOPHONIC LP'S

THIS WEEK ONE WEEK AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1 HEAVENLY, Johnny Mathis, Columbia CL 1351.....	9
2	2 KINGSTON TRIO AT LARGE, Capitol T 1199.....	22
3	3 INSIDE SHELLEY BERMAN, Verve MG 15003.....	30
4	4 SOUTH PACIFIC, Sound Track, RCA Victor LSC 1032.....	86
5	5 KINGSTON TRIO, Capitol T 995.....	22
6	6 THE LORD'S PRAYER, Mormon Tabernacle Choir, Columbia ML 5386.....	5
7	7 HERE WE GO AGAIN, Kingston Trio, Capitol T 1258.....	2
8	8 FROM THE HURRAY, Kingston Trio, Capitol T 1187.....	40
9	9 GIGI, Sound Track, M-G-M 3640 ST.....	72
10	10 JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1133.....	81
11	11 MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1344 17.....	
12	12 OLIVES BUT GOODIES, Assorted Artists, Original Sound 5-001.....	9
13	13 MY FAIR LADY, Original Cast, Columbia OL 5090.....	189
14	14 PETER GUNN, Henry Mancini, RCA Victor LPM 1956.....	40
15	15 NO ONE CARES, Frank Sinatra, Capitol W 1221.....	13
16	16 SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1160.....	71
17	17 PONY AND BESS, Sound Track, Columbia OL 5410.....	18
18	18 BUT NOT FOR ME, Ahmad Jamal, Argo LP 628.....	46
19	19 THAT'S ALL, Bobby Darin, Alco LP 33-104.....	7
20	20 TYNKS, Tennessee Ernie Ford, Capitol T 756.....	123
21	21 THE MUSIC MAN, Original Cast, Capitol WAO 990.....	90
22	22 FIVE PENNIES, Sound Track, Dol DLP 9500.....	6
23	23 QUIET VILLAGE, Martin Denny, Liberty LRP 3122.....	12
24	24 SOUTH PACIFIC, Original Cast, Columbia OL 4180.....	285
25	25 PARTY SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1331 12.....	

THIS WEEK ONE WEEK AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
26	26 6195Y, Original Cast, Columbia OL 5420.....	18
27	27 MORE MUSIC FROM PETER GUNN, Henry Mancini, RCA Victor LPM 2040.....	22
28	28 35 FOR THE FIRST TIME, Mario Lanza, RCA Victor LM 2338.....	2
29	29 STUDENT PRINCE & OTHER GREAT MUSICAL COMEDY HITS, Mario Lanza, RCA Victor LM 1837.....	4
30	30 HAVE TWANNY GUYAN, WILL TRAVEL, Quana Eddy, Jamin JLP 3000.....	42
31	31 FLOWER DRUM SONG, Original Cast, Columbia OL 5359.....	44
32	32 OPEN FIRE, TWO GUITARS, Johnny Mathis, Columbia CL 1270.....	41
33	33 MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1243.....	51
34	34 BACHMAN/PIANO, PIANO CONCERTO NO. 3, Yan Cliburn, RCA Victor LM 2355.....	16
35	35 FILM ENCORES, VOL. 1, Monty Python, London LL 1700.....	106
36	36 THE KING AND I, Sound Track, Capitol W 740.....	161
37	37 EXOTICA, VOL. 1, Martin Denny, Liberty LRP 3034.....	29
38	38 BELLAIR/AT THE CARNegie HALL, Henry Belinfante, RCA Victor CL 6006.....	2
39	39 LATE, LATE SHOW, Dabala Slater, Capitol T 876.....	45
40	40 27 SONGS BY RICKY, Ricky Nelson, Imperial IMP 9082.....	8
41	41 STILL MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1283.....	31
42	42 ONALMOPAL, Sound Track, Capitol SWA 595.....	193
43	43 TCHAIKOVSKY: PIANO CONCERTO NO. 1, Yan Cliburn, RCA Victor LM 2352.....	58
44	44 ESPECIALLY FOR YOU, Duane Eddy, Jamin JLP 3006.....	16
45	45 I TADDOO IN HI FI, Arthur Lyman, Hi-Fi Records R 806.....	35
46	46 50 WITH THESE HANDS, Roger Williams, Kapp KS 3030.....	3
47	47 WEST SIDE STORY, Original Cast, Columbia OL 5230.....	3
48	48 TIME TO SWING, Dabala Slater, Capitol T 1241.....	1
49	49 BLUE HAWAII, Billy Vaughn, Dol DLP 3165.....	25
50	50 SECRET SONGS FOR YOUNG LOVERS, Andre Previn & David Rose, M-G-M E 3716.....	21

## BEST SELLING STEREOGRAPHIC LP'S

THIS WEEK ONE WEEK AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1 SOUTH PACIFIC, Sound Track, RCA Victor LSC 1032.....	26
2	2 HEAVENLY, Johnny Mathis, Columbia CS 8152.....	8
3	3 KINGSTON TRIO AT LARGE, Capitol ST 1199.....	20
4	4 ONALMOPAL, Sound Track, Capitol SWA 595.....	24
5	5 MY FAIR LADY, Original Cast, Columbia OS 2015.....	26
6	6 DOUGLAS: VICTORY AT SEA, VOL. II, RCA Victor Symphony Orch. (Bernetti), RCA Victor LSC 2226.....	26
7	7 FILM ENCORES, VOL. 1, Monty Python, London PS 124.....	26
8	8 PONY AND BESS, Sound Track, Columbia OS 2016.....	5
9	9 PETER GUNN, Henry Mancini, RCA Victor LSP 1956.....	26
10	10 GEMS FOREVER, Montauque, London PS 106.....	15
11	11 TCHAIKOVSKY: 1812 OVERTURE/BOLENE, Morlon Gould, RCA Victor LSC 2345.....	2
12	12 COME DANCE WITH ME, Frank Sinatra, Capitol SW 1069.....	26
13	13 HERE WE GO AGAIN, Kingston Trio, Capitol ST 1258.....	2
14	14 BLUE HAWAII, Billy Vaughn, Dol DLP 25165.....	19
15	15 TIL, Roger Williams, Kapp KS 1081.....	2

THIS WEEK ONE WEEK AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
16	16 27 FOR THE FIRST TIME, Mario Lanza, RCA Victor LSC 2338.....	3
17	17 QUIET VILLAGE, Martin Denny, Liberty LST 7122.....	1
18	18 THE LORD'S PRAYER, The Mormon Tabernacle Choir, Columbia MS 6008.....	1
19	19 GIGI, Sound Track, M-G-M SE 3461 ST.....	28
20	20 I TADDOO IN HI FI, Arthur Lyman, Hi-Fi Record SR 806.....	24
21	21 COME IN RHYTHM, Ray Conniff, Columbia CS 8022.....	9
22	22 50 WITH THESE HANDS, Roger Williams, Kapp KS 3030.....	4
23	23 MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CS 8150 16.....	
24	24 THE MUSIC MAN, Original Cast, Capitol SWA 990.....	24
25	25 PARTY SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8138.....	3
26	26 HEAR YOU, Roger Williams, Kapp KS 1112.....	2
27	27 NO ONE CARES, Frank Sinatra, Capitol SW 1221.....	12
28	28 SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8004.....	19
29	29 MORE MUSIC FROM PETER GUNN, Henry Mancini, RCA Victor LSP 2040.....	19
30	30 TCHAIKOVSKY: 1812 OVERTURE, Minneapolis Symphony Orch. (Dorati) Mercury SR 90054.....	20

Best Selling EP's  
on the Racks

This chart has been tabulated from the sales made by the nation's leading rack service merchandisers and jobbers. Over a four-week cycle, it covers the main types of packaged records sold from racks. These include: Best-Selling LP's (or as more suggested retail price); Best-Selling Low-Priced LP's (\$2.99 or less suggested retail price); Best-Selling EP's, and Best-Selling Single Records.

1. **A Touch of Gold**  
Ernie Ford.....RCA Victor EPA 5068
2. **Come Dance With Me**  
Frank Sinatra.....Capitol WAP 1-1069
3. **Hank Williams**  
.....M-G-M EPX 1637
4. **The Kingston Trio at Large**  
.....Capitol WAP 1-199
5. **The Fabulous Johnny Cash**  
.....Columbia EPB 12513
6. **Ricky Sings Again**  
Ricky Nelson.....Imperial EP 159
7. **Heavenly**  
Johnny Mathis.....Columbia EPB 13512
8. **Side by Side**  
Pat & Shirley Boone.....Dot DEP 167
9. **Songs by Ricky**  
Ricky Nelson.....Imperial EP 162
10. **That's All**  
Bobby Darin.....Alco EP 4204

## Best Selling Pop EP's

The information given in this chart is based on actual sales to customers in a scientific sample of the nation's retail record outlets during the week ending on the date shown above. Sample dealers, sample size, and all methods used in this continuing study of retail record sales are under the direct and continuing supervision and control of the School of Retailing of New York University.

1. **Heavenly**  
Johnny Mathis.....Columbia EPB 13512
2. **Spirituals**  
Tennessee Ernie Ford.....Capitol EAP 1-818
3. **Songs by Ricky**  
Ricky Nelson.....Imperial EP 162
4. **Exotica**  
Martin Denny.....Liberty EPL 1-304
5. **Hymns**  
Tennessee Ernie Ford.....Capitol EAP 1-576
6. **It's All in the Game**  
Tommy Edwards.....M-G-M EPX 1614
7. **Peter Gunn**  
Henry Mancini.....RCA Victor EPA 4339
8. **South Pacific**  
Original Cast.....Columbia EPA 450
9. **Side by Side**  
Pat and Shirley Boone.....Dot DEP 1078
10. **Concert in Rhythm**  
Ray Conniff.....Columbia 1-1613

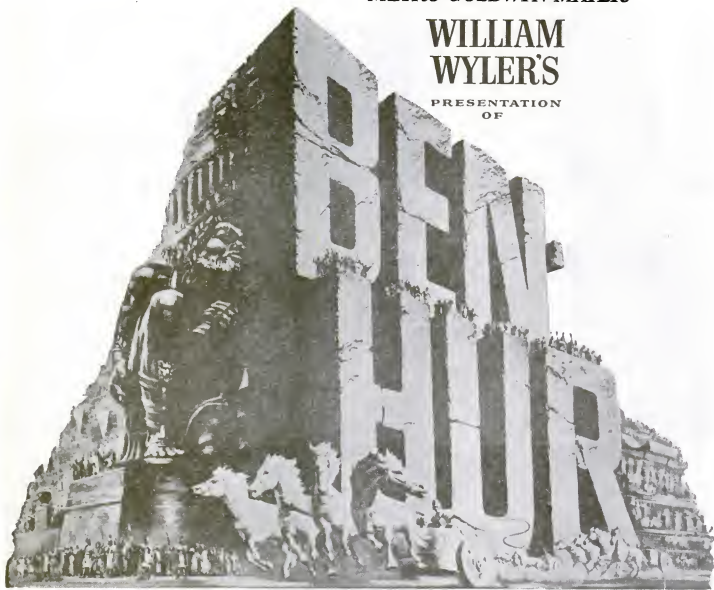


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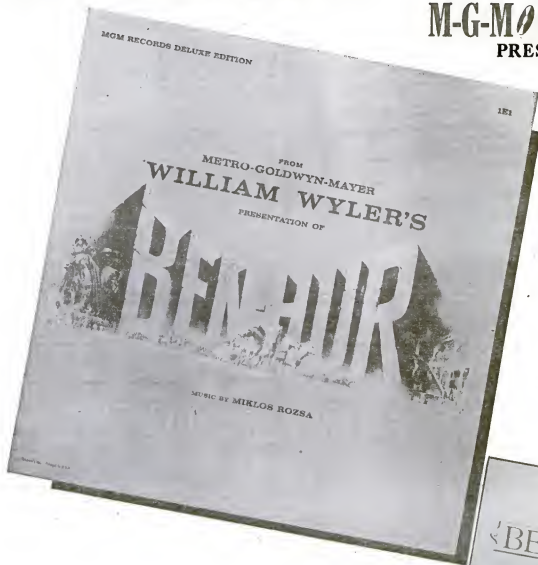
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DEC. 18-TOWER, DALLAS • DEC. 22-CORONET, SAN FRANCISCO • DEC. 23-UNIVERSITY, TORONTO; LINCOLN, MIAMI BEACH;  
MICHAEL TODD, CHICAGO • DEC. 25-ROXY, ATLANTA • JAN. 19, 1960-MUSIC BOX, PORTLAND, ORE.; WARNER, PITTSBURGH  
JAN. 28-LOEW'S OHIO, CLEVELAND • FEB. 3-BLUE MOUSE, SEATTLE • FEB. 11-UNITED ARTISTS, DETROIT • FEB. 19-ACADEMY,  
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... make it a "must" to program and order from the records featured in Billboard ads each week.

## • Reviews and Ratings of New Albums

• Continued from page 31

### ★★★ GOOD SALES POTENTIAL

who has fronted various sizes of orks and combs in recent years, turns to the vocal department solely on this hand-drawn record set, which features a sizable band and a mixed vocal group in support. Some fine tunes are included like "Down the Old Dixie Road," "You've Changed," and "I Don't Want to Walk Without You," all of which have their nonsensical value. The Rich has no great vocal assets, he has a way of selling the tunes nicely. Makes for good, easy-listening material from which jocks can get programming ideas.

#### ★★★ BROADWAY GOES TO COLLEGE

Northwestern New Glue Club. Mercury SR 6819. (Stereo & Monaural)—One of the best-regarded disks of the season, this LP proves that stereo is as effective for choral efforts in the pop field as with masses or other classical works. The depth and breadth of this youthful group is vividly reproduced singing seven songs from Rodgers and Hammerstein shows, plus numbers from "Dearest Song," "New Moon," and "Student Prince." Because many will enjoy hearing a truly rendition of "Sweet Nothings," among others, there's a definite place for this album.

#### ★★★ PERCUSSION IN VELVET

Bobby Charles. Westminster WST 7. (Stereo & Monaural)—Band leader Bobby Charles has penned a legitimate serious work here that runs more than 15 minutes and is appropriately titled "M. Fujiyama Suite." It is divided into four parts, each dealing with a particular aspect of Japanese culture, sociology or topography. It is interesting both for its orchestration and variety of moods it expresses. Also on the disk are other original compositions, including "Japanese Jangle," "Valencia" and "Impression." The Suite is an intriguing work and deserves performances.

#### ★★★ KEEP IT GAY

Greene & Lee. Mercury SR 68099 (Stereo & Monaural)—Eddie Greene and Stephen Lee (with only assist from drummer Harry Kruger) combine talents on a varied line-up of keyboard—piano, organ, Moogbass, Kruger String bass, etc. The results are

pleasant, smoothly unobtrusive instrumental arrangements of such contrasting standards as "Lazy River," "Tishoo," "You Make Me Feel So Young" and "Ja-Da."

#### ★★★ THE 20TH CENTURY STRENDS

(Montenegro, 20th). 20th.—Montenegro has scored a flock of delightful string arrangements for such memorable tunes as "Vaya Con Dios," "Canadian Sunset," "Fog Of My Heart," etc. Auditing behind the strings are bands of French horns, trombones and woodwinds. The title "20th Century" has been appended to the set, indicating that more may be on the way. If they are as well performed and recorded as this grouping, they should find a ready music market.

#### ★★★ IMAGINATION

Johnny Smith. Warwick W 260.—Johnny Smith makes his album debut with a group of familiar standards ranging from "Over the Rainbow" to "On the Street Where You Live." Smith, now with the Carla Colombo Trio, is a good organist, with taste and a distinctive style. On this album he gets a chance to show off both his organ technique and his jazz stylings.

#### ★★★ CUBAN FIREWORKS

Lita Barón & Bobby Ramos. Dot DLP 8519 (Stereo & Monaural)—Mercedez and his big, brass-filled Latin band offer a number of different Latin rhythms—cha-cha, bolero, rumba, mambo, etc. The sound is exceptionally bright on this one with emphasis thrown on the instrumental side. There is an occasional vocal by Bobby Ramos and one flourishing solo by Lita Barón, who also appears with her maracas on the cover. This is apt here.

#### ★★★ AN AFFAIR TO REMEMBER

Bill Hays. Mercury SR 68093 (Stereo & Monaural)—Movie and show tunes from the vehicle here for Hal Hays and his danceable, big band stereo sound. "An Affair to Remember," "But Not For Me," "I Could Write a Book," are among the listenable selections offered. The band has



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C0425—Christmas Favorites  
C1047—Songs For Time  
C0475—Let's All Sing Christmas  
C0475—Christmas With Kate

**TOPS 45 EP 99c**  
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**TOPS 7" KIDDIE RECORDS 25c**  
W601—Jingle Bells, Night Before Christmas  
W602—The Night of the North Pole  
W603—All Ye Faithful  
W604—I Saw Mommy Kissing Santa Claus, Santa's Toy Shop  
W605—Rudolph, the Red Nosed Reindeer  
W606—Jingle Bells, Ock The Halls, First Noel

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big brass and sax sections in the classic swing band that the Mooney arrangements give it all a fresh spin-to-dance. Stereo focuses on separating the various ensemble segments. Playing was, nicely packaged, for tapers or listeners.

\*\*\* LET'S DANCE WITH ERNIE

Ernie Hekischer, Varo MGW 4033—Hekischer's Fairmont Hotel sets from San Francisco has its third set for the Varo people, and it's another stellar set for the society rhythm groover. As is usually the case with the ceiling type of dance music, the selections are limited primarily to standards (as from "Clap"). The Hekischer group is smallish in numbers but they turn out a pleasing respectable brand of music.

LOW-PRICE POPULAR \*\*\*

\*\*\* DEARLY BELOVED

Morton Marlowe, Stereo-Spectrum SS 99—Marlowe being the owner of a pleasant voice, Morton Marlowe also is a good singer. This has helped her build a goodly collection of fans via other and musical comedy appearances as well as a run of several years with Arthur Godfrey on TV. These followers should be pleased with the present collection of sentimental favorites such as "Bill," "Yesterday," "The Song Is You," "Long Ago," etc. They are sung with sincerity and emotion. Stereo is somewhat gimmicky, with the soloist alone in one speaker, the orchestra in the other.

\*\*\* TRUE LOVE

The Silver Strings, Perfect PL 12803—Passion and completely unaffected renditions of a group of romantic standards by the Silver Strings Orchestra. The songs are the thing and the orchestra plays them simply for good music listening. Selections include "Laura," "I Love Paris," "True Love," and "Charmaine."

\*\*\* FASCINATING RHYTHMS

Yao Lin, Harmony HL 7215—Features of this disk is the use of unfamiliar rhythms with familiar tunes. Thus, the adaptation to "Cheche de Shime" and "My Men," while "Sonny Boy" is turned out as a mambo and "Here We're" and "I Want to Be Happy" are played in rhythm funk tunes. The band does well with arrangements that are good as well as unusual.

\*\*\* DANCING CHEEK TO CHEEK

Don Bannister Orchestra, Lala Perez, Harmony HL 7216—Here's the package with swing appeal for those who enjoy disco-

tributed society music. Bannister provides bounce, light-hearted instrumental treatment of 13 memorable standards— "I Wish I Were the Love Slave," "Vera Vera," "Lady in a Tramp." Perez takes over instrumental with equally enjoyable renditions of catchy Latin dances.

JAZZ \*\*\*

\*\*\* TOMORROW IS THE QUESTION  
Orestes Coleman, Contemporary M 1356—Orestes Coleman, hailed by some critics as an important new jazz artist and leader, is others as a most important, featured his controversial style along with trumpeter Don Cherry. Again Coleman plays in his unique manner of alto sax, a style that is self-consciously different and takes a lot of listening to get oriented to. Also it really isn't outstanding jazz, its controversial nature will interest avant garde jazz buffs. Best sides are "Tomorrow is the Question" and "Osgood." All of the tunes were pressed by Columbia.

CLASSICAL \*\*\*

\*\*\* MOZART: CONCERTO NO. 17 IN C MAJOR; CONCERTO NO. 24 IN C MINOR

Gina Bachauer & the London Orchestra, Capitol SC 7194 (Stereo & Monaural)—Gina Bachauer's keyboard style here is very solid, having technical certainty and assurance and blending beautifully with the orchestra. Sides are engineered excellently from the stereo standpoint, as well as surface glossiness.

\*\*\* BACH: BRANDENBURG

CONCERTO NOS. 1-4 (COMPLETE 12-17)

Netherlands Chamber Ork. (Goldmeyer) Poly RMC 186—The Netherlands Chamber Orchestra offers competent readings of the six concertos. The various artists use comprise various instrumental groups whose superior musicianship shrouds. In addition to the complete two-volume set, they may be purchased individually in albums with three concertos each. Sound is a plus factor. Sets may have to be plugged, however, due to strong competition from many other available recordings of the works.

CHRISTMAS \*\*\*

\*\*\* CHILDREN'S CHRISTMAS

ALBUM  
Curt Haigney Ork and Children's Chorus, Richmond S 3097—Good low-price Xmas hit. Beautifully recorded, with a special bonus for the holiday season. Much charm comes

from the children's chorus. "Christmas Alphabet," "Rudolph" and "Gloria" are typical.

\*\*\* MUSIC BOX MEDLEY

OF CHRISTMAS  
Brenner AB 3—Here's a lively Christmas album that could tick up good sales if exposed. It contains well-known Christmas carols played on old music boxes. The sound is good and the recording is a very pretty one. The Brenner music box collection dates from 1927 when Joseph Brenner started the business in Switzerland.

FOLK \*\*\*

\*\*\* SKI SONGS  
Bob Gibson, Backbeat BKL 177—Bob Gibson, one of the better folk singers

around today, has an amusing album here, dealing with the popular winter sports of skiing. The songs concern the delights, the romance and the fun of skiing—as well as the pain—with many of the tunes set to familiar melodies, and all sung eloquently by Gibson. These are the songs of "Super Skier," "To This Whole World" and "My Highbone Lanie." The singer himself wrote the words to the tunes, and they make good listening. For fun and ski buffs.

\*\*\* SONGS OF ROBERT BURNS

Erno MacColl, Folkways FW 8758—Erno MacColl has a lusty, robust style. He's a well-known Scottish balladist and as such is no ideal choice for the song and verse material written and collected by Burns. The selection of 23 includes "Green Grow the Rushes, O" and "A Man's a Man for a' That." The descriptive notes and lyrics are compiled

by Ralph Kightly. In its field, a solid piece of merchandise, well-performed and edited.

\*\*\* SONGS OF THE

ISRAELI DEFENSE ARMY  
Hilmi Haneh, Folkways FW 3051—Collection of songs stemming from the Hagannah, underground Israeli Army (now known as the Palmach), during the war for independence. Songs range for the spirited  
(Continued on page 36)

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2. CHURCH BELLS MAY RING IN THE WINDS  
3. I'LL BE HOME by The Flamingos  
4. MY MEMORIES OF YOU by The Flamingos  
5. LONELY NIGHTS by The Flamingos  
6. HAPPY BIRTHDAY, BABY by The Flamingos  
SIDE 2  
1. ALONE by The Shepherd Sisters  
2. MOST OF ALL by The Moonglows  
3. KISS FROM YOUR LIPS by The Flamingos  
4. A SUNDAY OF LOVE by The Flamingos  
5. THIS SHOULD GO ON FOREVER by Bob Bernard  
6. A THOUSAND STARS by The Revelers

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"A TOUCH OF GOLD, VOL. II," EPA-5101: Wear My Ring Around Your Neck, Treat Me Nice, One Night, That's All Right.

"CHRISTMAS WITH ELVIS," EPA-4340: On Little Town of Bethlehem, Silent Night, White Christmas, Here Comes Santa Claus.

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TRADE MARK REG.

## THE NATION'S TOP TUNES

For survey week ending November 7

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
<b>1. Mack the Knife</b>	<b>1</b>	<b>11</b>	<b>6. Primrose Lane</b>	<b>7</b>	<b>9</b>
By Walt-Beck-Bittstein—Published by Harms (ASCAP)			By Callender-Shanlin—Published by Music Productions (ASCAP)		
BEST SELLING RECORD: Bobby Darin, Atco 6147.			BEST SELLING RECORD: Jerry Wallace, Challenge 59047.		
RECORDS AVAILABLE: Louis Armstrong, Cel 40287; Owen Bradley, Dot 29816; Dick Hyman Trio, M-G-M 12149; Eric Rodgers Trio, London 3645; Catarina Valente, Dot 30778; Billy Vaughn, Dot 15444.					
<b>2. Mr. Blue</b>	<b>2</b>	<b>9</b>	<b>7. Deck of Cards</b>	<b>5</b>	<b>7</b>
By Dwayne Buckwell—Published by Conestoga (BMI)			By T. Tessa Tyler—Published by American (BMI)		
BEST SELLING RECORD: Flairwinds, Debut 5.			BEST SELLING RECORD: WMA Meritdale, Dot 13968.		
<b>3. Don't You Know</b>	<b>4</b>	<b>7</b>	RECORDS AVAILABLE: Tex Ritter, Cap 1665; T. Tessa Tyler, King 5349; Tex Williams, Dec 28109.		
By Bobby Worth—Published by Alexis (ASCAP)			<b>8. Teen Beat</b>	<b>8</b>	<b>10</b>
BEST SELLING RECORD: Della Reese, Vic 7591.			By Nelson Eggen—Published by Drive-In (BMI)		
<b>4. Put Your Head on My Shoulder</b>	<b>3</b>	<b>10</b>	BEST SELLING RECORD: Sandy Nelson, Original Sound 5.		
By Paul Anka—Published by Sparks (BMI)			<b>9. Heartaches by the Number</b>	<b>13</b>	<b>5</b>
BEST SELLING RECORD: Paul Anka, AEC-Pennmont 10040.			By H. Howard—Published by Pamper (BMI)		
<b>5. Lonely Street</b>	<b>6</b>	<b>8</b>	BEST SELLING RECORD: Guy Mitchell, Columbia 41476.		
By K. Sower-W. S. Stevenson-C. Belue—Published by Four Star (BMI)			RECORD AVAILABLE: Ray Price, Cap 41374.		
BEST SELLING RECORD: Andy Williams, Cadence 1370.			<b>10. The Enchanted Sea</b>	<b>14</b>	<b>3</b>
RECORD AVAILABLE: Carl Belue, Four Star 1701.			By Melis-Barr—Published by Yalweia (ASCAP)		
			BEST SELLING RECORD: Martin Denny, Liberty 55212; Islanders, May Flower 16.		
<b>Second Ten</b>					
<b>11. So Many Ways</b>	<b>17</b>	<b>3</b>	<b>16. We Got Love</b>	<b>26</b>	<b>2</b>
By Bobby Stevenson—Published by Brenda (BMI)			By Kai Davis-Bernie Lowe—Published by Kaimann-Lowe (ASCAP)		
BEST SELLING RECORD: Brook Benton, Mer 71512.			BEST SELLING RECORD: Bobby Rydell Cameo 169.		
RECORD AVAILABLE: Yvonne Hillard, Saver 1155.			<b>17. In the Mood</b>	<b>16</b>	<b>5</b>
<b>12. Seven Little Girls (Sittin' in the Back Seat)</b>	<b>10</b>	<b>6</b>	By J. Garland-A. Raza—Published by Shapiro-Bernstein (ASCAP)		
By Billiard-Pockris—Published by Sequence (ASCAP)			BEST SELLING RECORD: Ernie Fields, Decca 28882; Bulawayo Sweet Rhythm Band, London 1491; Punch Davis, Atco 6123; Crazy Otto, Dec 29469; Jerry Gray Oth, Dec 27177; Johnny Maddox, Dot 15045.		
BEST SELLING RECORD: Paul Evans & The Corbs, Guaranteed 200.			<b>18. Oh, Carol</b>	<b>20</b>	<b>4</b>
<b>13. Danny Boy</b>	<b>11</b>	<b>5</b>	By Neil Sedaka & Howard Greenfield—Published by Aldon (BMI)		
By Wexler—Published by Henry & Hawkes (ASCAP)			BEST SELLING RECORD: Neil Sedaka, Vic 7593.		
BEST SELLING RECORD: Conway Twitty, M-G-M 12126.			<b>19. Unforgettable</b>	<b>21</b>	<b>3</b>
RECORDS AVAILABLE: Sil Austin, Mer 71442; Al Hibbler, Atlantic 911 & 1071; Joni James, M-G-M 12369; Glenn Miller Oth, Vic 6046; Slim Whitman, Imp 6261.			By Irving Gordon—Published by Bonnie (ASCAP)		
<b>14. Misty</b>	<b>18</b>	<b>3</b>	BEST SELLING RECORD: Elina Washington, Mer 71508.		
By Burke & Gardner—Published by Vernon-Owens (ASCAP)			<b>20. ('Til) I Kissed You</b>	<b>12</b>	<b>12</b>
BEST SELLING RECORD: Johnny Mathis, Col 41483.			By Don Everly—Published by Acuff-Rose (BMI)		
RECORDS AVAILABLE: Georgi Auld, Coral 45513; Chris Connor, Atlantic 2037; Erroll Garner, Mer 30077; Jane Harvey, Dot 15185; Bill Shepherd, Signet 12012; Sarah Vaughan, Mer 71477.			BEST SELLING RECORD: Everly Brothers, Cadence 1369.		
<b>15. Dance With Me</b>	<b>22</b>	<b>2</b>			
By Leibel-Glick—Published by Treadle-Tiger (BMI)					
BEST SELLING RECORD: Drifters, Atlantic 2046.					
<b>Third Ten</b>					
<b>21. Battle Hymn of the Republic</b>	<b>19</b>	<b>9</b>	<b>26. Be My Guest</b>	<b>27</b>	<b>2</b>
By Withers—Published by Carl Fischer (ASCAP)			By Domino-Maracalco-Boyes—Published by Treble (BMI)		
RECORD AVAILABLE: The Mormon Tabernacle Choir, Col 41459.			RECORD AVAILABLE: Fats Domino, Imperial 5629.		
<b>22. You Were Mine</b>	<b>28</b>	<b>4</b>	<b>27. The Three Bells</b>	<b>29</b>	<b>15</b>
By Paul Giacalone—Published by Dore & Good (BMI)			By Dick Manning and Jean Villard. English lyric: Bert Reinefeld—Published by Southern (ASCAP)		
RECORDS AVAILABLE: Fireflies, Raben 6901; Rudy West, King 5276.			RECORDS AVAILABLE: J. T. Adams & the Meo of Texas, Word 686; Brewin, Vic 7555; Dick Flood, Monument 468.		
<b>23. Love Potion #9</b>	<b>-</b>	<b>1</b>	<b>28. Woo-Hoo</b>	<b>23</b>	<b>3</b>
By Leibel-Stoller—Published by Quinter Music (BMI)			By G. D. McGraw—Published by Shapiro-Bernstein & McGraw (ASCAP)		
RECORD AVAILABLE: Cleaves, United Artists 180.			RECORD AVAILABLE: Rock-A-Teens, Roulette 4192.		
<b>24. Poison Ivy</b>	<b>9</b>	<b>10</b>	<b>29. Say Man</b>	<b>-</b>	<b>6</b>
By Leibel-Stoller—Published by Tiger (BMI)			By C. McDaniel—Published by Arc (BMI)		
RECORD AVAILABLE: Coasters, Atco 6146.			RECORD AVAILABLE: Bo Diddley, Checker 912.		
<b>25. Just Ask Your Heart</b>	<b>15</b>	<b>9</b>	<b>30. High School U. S. A.</b>	<b>-</b>	<b>1</b>
By DeNata-Rizzi-Damata—Published by Rambed (BMI)			By Rayner-Leader—Published by Progressive (BMI)		
RECORD AVAILABLE: Frankie Avalon, Chancellor 1040.			RECORD AVAILABLE: Tommy Facenda, Atlantic 51 to 78.		

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FOR THE WEEK  
ENDING NOVEMBER 22

# The Billboard HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	★	S	TITLE, Artist, Company, Record No.	STEREO	WEEKS ON CHART
1	2	2	4	MR. BLUE		Elton John, Capitol 5		11
2	1	1	1	MACK THE KNIFE		Bobby Darin, Atco 4187		13
3	4	4	5	DON'T YOU KNOW		Bella Brice, RCA Victor 7591		9
4	3	3	3	PUT YOUR HEAD ON MY SHOULDER		Paul Anka, ABC-Paramount 1866		12
5	10	12	24	HEARTACHES BY THE NUMBER		Guy Mitchell, Columbia 4476		7
6	5	6	6	LOVELY STREET		Andy Williams, Cadence 1370		11
7	6	5	4	TEEN BEAT		Sandy Nelson, Original Sound 5		11
8	7	7	10	DECK OF CARDS		Wink Martindale, Dot 1564		10
9	12	13	28	SO MANY WAYS		Brook Benton, Mercury 71512		5
10	8	8	8	PRIMROSE LANE		Jerry Waller, Challenge 5967		14
11	13	14	15	IN THE MOOD		Ernie Fields, Henderson 110		9
12	21	22	38	WE GOT LOVE		Bobby Rydell, Cameo 149		6
13	9	15	17	7 LITTLE GIRLS (SITTING IN THE CAR SEAT)		Paul Evans & the Carls, Guaranteed 200		10
14	11	19	26	DANNY BOY		Conway Twitty, M-G-M 13264		8
15	18	30	33	THE ENCHANTED SEA		Islanders, New Flower 18		8
16	23	34	46	DANCE WITH ME		Joe Turner, Atlantic 3548		6
17	22	51	80	BE MY GUEST		Sam Houston, Imperial 5629		4
18	17	29	34	UNFORGETTABLE		Dinah Washington, Mercury 71506		7
19	16	17	25	OH, CAROL		Nell Sedaka, RCA Victor 7595		6
20	20	18	30	MISTY		Johnny Mathis, Columbia 41483		7
21	25	24	35	WOO-HOO		Rock & Roll, Roulette 4192		7
22	26	21	21	YOU WERE MINE		Flirties, Ribbon 4961		11
23	33	35	42	LOVE POTION #9		Clavers, United Artists 180		10
24	15	9	7	JUST ASK YOUR HEART		Frankie Avalon, Chancellor 1848		12
25	24	16	13	BATTLE HYMN OF THE REPUBLIC		Mormon Tabernacle Choir, Columbia 41499		11
26	14	10	9	POISON IVY		Comet, Atco 4146		13
27	19	11	11	(TIL) I KISSED YOU		Everly Brothers, Cadence 1369		14
28	38	49	51	HIGH SCHOOL U.S.A.		Tommy Facenda, Atlantic 51 in 78		5
29	45	95	—	REVELLE ROCK		Johnny and the Hurricanes, Warwick 513		3
30	32	26	20	SAY MAN		Bo Diddley, Checker 501		9
31	41	65	81	THE ENCHANTED SEA		Martin Denny, Liberty 55112		4
32	31	36	43	LIVING DOLL		Richard & the Drifters, ABC-Paramount 1862		8
33	36	78	94	I'VE BEEN AROUND		Fats Domino, Imperial 5629		4

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	★	S	TITLE, Artist, Company, Record No.	STEREO	WEEKS ON CHART
34	39	44	44	IF I GIVE MY HEART TO YOU		Kitty Kallen, Columbia 41473		7
35	56	75	—	ALWAYS		Sammy Turner, Big Top 3028		3
36	37	41	40	JUST AS MUCH AS EVER		Bob Beckham, Decca 30861		15
37	43	46	52	BELIEVE ME		Royal Teens, Capitol 4261		4
38	72	94	—	YOU'VE GOT WHAT IT TAKES		Mary Johnson, United Artists 185		3
39	42	42	39	TOROUAY		Finchall, Top Rank 2048		8
40	48	53	60	TALK TO ME		Frank Sinatra, Capitol 4284		5
41	49	58	74	CLOUDS		The Spencers, Atlantic 354		5
42	57	77	—	(IF YOU CRY) TRUE LOVE, TRUE LOVE		The Spencers, Atlantic 354		3
43	100	—	—	WON'T COME HOME		Lloyd Price, ABC-Paramount 1862		2
44	35	27	27	THE ANGELS LISTENED IN		The Crests, Coed 518		14
45	68	90	96	MIDNIGHT STROLL		Beverly, Neptunes 163		5
46	72	—	—	I DIG GIRLS		Bobby Rydell, Cameo 149		4
47	44	55	88	COME INTO MY HEART		Lloyd Price, ABC-Paramount 1862		4
48	51	52	65	POCO LOCO		Gene & Eugene, Case 181		11
49	46	48	56	JOEY'S SONG		Sam Haley & His Combo, Decca 30554		7
50	75	89	—	SCARLET RIBBONS		Browns, RCA Victor 7614		3
51	80	—	—	MARINA		Rocco Granata, Laurie 3641		2
52	76	57	68	TENNESSEE WALTZ		Bobby Comstock, Bluen 349		5
53	27	31	23	HEY LITTLE GIRL		Dee Clark, Atco 1629		13
54	30	25	22	WORRIED MAN		Klingens Trio, Capitol 4271		10
55	—	—	—	THE BIG HURT		Ted Fisher, Street 278		1
56	28	23	14	RED RIVER ROCK		Johnny and the Hurricanes, Warwick 509		16
57	29	20	12	SLEEP WALK		Santo and Johnny, Canadian-American 185		17
58	40	37	37	SOME KIND-A EARTHQUAKE		Dwain Eddy, Janie 1126		7
59	34	33	18	MORGEN		Ivo Robic, Laurie 3633		14
60	65	60	66	FIRST LOVE, FIRST TEARS		Dwain Eddy, Janie 1130		8
61	55	50	47	SHOUT (I)		Ikey Brothers, RCA Victor 7588		9
62	50	47	41	MAKIN' LOVE		Flory Robison, RCA Victor 7529		17
63	81	73	79	TENNESSEE WALTZ		Jerry Foster, Challenge 5967		3
64	66	66	72	PRETEND		Carl Mann, Philips International 3546		4
65	82	93	—	TINY TIM		LaVern Baker, Atlantic 2641		3
66	89	99	—	SMOOTH OPERATOR		Sarah Vaughan, Mercury 71519		3
67	—	—	—	THE BEST OF EVERYTHING		Johnny Mathis, Columbia 41491		1

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	★	S	TITLE, Artist, Company, Record No.	STEREO	WEEKS ON CHART
68	96	—	—	I'M MOVIN' ON		Ray Charles, Atlantic 1943		1
69	58	63	91	FIRST NAME INITIAL		Aesha, White 348		1
70	86	—	—	UHI OH		The Natty Squires, Hanover 4148		2
71	85	96	—	FANCY NANCY		Ship and Flip, Brent 7055		3
72	73	81	—	YOU WENT BACK ON YOUR WORD		Clyde McPhatter, Atlantic 2636		3
73	88	—	—	EL PASO		Mary Robbins, Columbia 41511		2
74	93	—	—	ONE MORE CHANCE		Red Bernard, Mercury 71507		2
75	53	40	36	MARY LOU		Ronnie Hawkins, Mercury 71477		14
76	61	45	32	BROKEN-HEARTED MELODY		Paul Yarbrough, Mercury 71477		13
77	90	—	—	HAPPY ANNIVERSARY		Four Lads, Columbia 41497		1
78	62	62	58	800 BOB STICK BEAT		Carl Atkins, RCA Victor 7590		8
79	77	85	—	STARRY EYED		Guy Stiles, Capitol 521		5
80	52	32	16	THE THREE BELLS		Browns, RCA Victor 7558		11
81	—	—	—	HOUD DOG MAN		Fabian, Chancellor 1844		1
82	78	83	87	THE HUNCH		Bobby Robinson, V-Fone 385		4
83	87	—	—	HAPPY ANNIVERSARY		Jane Morgan, Kapp 385		4
84	47	38	45	TUCUMCARI		Jimmie Rodgers, Roadline 4191		9
85	83	88	97	THE HUNCH		Paul Gayton, Atco 1104		4
86	67	59	62	IT HAPPENED TODAY		The Skyliners, Calico 109		8
87	92	—	—	I'LL BE SEEING YOU		Paul Talle, ABC-Paramount 18647		3
88	91	100	—	WHEEL OF FORTUNE		The Knightbridge Strings, Top Rank 2614		3
89	84	87	92	JUST TO BE WITH YOU		The Paulons, Argon 163		5
90	99	—	—	THERE I'VE SAID AGAIN		Sam Cooke, Kapp 5180		2
91	98	—	—	OLD SHEP		Rafael De Marco, Guaranteed 382		2
92	—	—	—	GOODNIGHT MY LOVE		Ray Peterson, RCA Victor 7637		1
93	—	—	—	GILIE		Sonny Spencer, Memo 1794		1
94	95	98	—	HONESTY AND TRUTH		Tommy Edwards, M-G-M 12837		3
95	—	—	—	MARINA		Jacky Noyes, Janie 1137		1
96	—	—	—	GOD BLESS AMERICA		Combs Francis, M-G-M 12841		1
97	—	—	—	(NEW IN) THE WAYS OF LOVE		Tommy Edwards, M-G-M 12837		1
98	—	—	—	I WALK THE LINE		Don Costa, United Artists 156		1
99	64	64	73	I DON'T KNOW		Boyz Brown, Atlantic 2635		6
100	—	—	—	SO YOUNG		Clyde Stacey, Argyle 1061		1

Charts by Frank Marshall





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## MEMO RECORDS

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## Reviews of THIS WEEK'S SINGLES (continued)

Continued from page 41

## Country &amp; Western

## JIMMIE SKINNER



**MARRIED TO A FRIEND** (Skinner & Oleta, BMI) — **RIVERBOAT GAMBLER** (Skinner, BMI) — Skinner appears to have winners with these fine country songs. "Married to a Friend" is an attractive weeper that renders with heart. "Riverboat Gambler," a honky-tonk is also given a meaningful reading. Mercury 71539

## Rhythm &amp; Blues

## JIMMY REED



**BABY WHAT YOU WANT ME TO DO** (Conrad, BMI) — **CARESS ME BABY** (Conrad, BMI) — Reed has two down-home blues sides that he delivers freely in classic, gut-bucket fashion. His uninhibited and swampy approaches should copy foot loopy, plenty. Vee-Jay 333

## SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories because, in the opinion of *The Billboard* Music Staff, they deserve recognition.

## POP TALENT

## ROD LAUREN

**IF I HAD A GIRL** (Sigmund, ASCAP) — **NO WONDER** (Aberbach Canada, Ltd., ASCAP) — Lauren impresses as a strong, new talent on two fine outings. He has a pleasant voice, and he handles the material nicely. Both tunes are salable ballads. He could have big ones with his first tries. RCA Victor 7645

## DICK ZABE

**WHATCHA GONNA DO ABOUT IT** (Russ-Dale, BMI) — Zabe comes off to strong effect on this rocker. It's done in fine style over a good chorus and arr. arrangement. With plugs the side could create interest. Flip is "Sentimental No More." (Russ-Dale, BMI). NIDA 852

## POP DISC JOCKEY PROGRAMMING

**BENEDICT SILBERMAN ORK** (Monarch, ASCAP) — **THE CHIMP-SUNG SONG** (Monarch, ASCAP) — Last year's big Christmas song gets a new and mighty pleasing instrumental reading by the Silberman ork. Chorus is heard without splices. Spinable side should find favor. Flip is "Lovers of Paris." (Zodiac, BMI). Parlette 5037

## PAT O'DAY

**STAIRWAY TO PARADISE** (New World, ASCAP) — The lark offers this pretty ditty from the Rodgers and Hammerstein musical "The Sound of Music" in bright fashion over attractive support. Side faces competition from the Mitch Miller disk. (Williamson, ASCAP)

**Promise Me a Rose** — Lovely tune from the show "Take Me Along" receives a fine reading by the thorough over a light, breezy backing. (Valry, ASCAP)

★★★★★  
VERY STRONG SALES POTENTIAL

## THE FALCONS

**JUST FOR YOUR LOVE** — CHESS 1743 — A solid reading by the Falcons of a driving ditty with sock beat and an insinuating rhythm. A first-rate side that could break loose. (Rogers-Higgins-Went, BMI)

**THIS HEART OF MINE** — The Falcons sell a tender banger with much feeling over a strong rhythm backing. The lead singer has a standout style and the group work is good. Watch this. (Arc, BMI)

## ANITA BRYANT

**DO RE MI** — CARLTON 523 — Anita Bryant sings this pretty ditty from the Rodgers and Hammerstein musical "The Sound of Music" in bright fashion over attractive support. Side faces competition from the Mitch Miller disk. (Williamson, ASCAP)

**Promise Me a Rose** — Lovely tune from the show "Take Me Along" receives a fine reading by the thorough over a light, breezy backing. (Valry, ASCAP)

## JIMMY ISLEY

**BILLY BOY** — EVEREST 19320 — Rocker treatment of the old folk tune. It has a sound and a beat, and it could catch on. (Molk, BMI)

**Oh, Judy** — Cute ballad has a Latinish touch. The artist handles the song brightly over a good chorus and ork assist. (Wonder-Markov, BMI)

## SANFORD CLARK

**I CAN'T HELP IT** — JAMIE 1139 — Hank Williams' tune is nicely sung by the singer in a fairly rockin' arrangement. Good sound, and the side could move well. (Acuff-Rose, BMI)

**Son of a Bun** — Fine, deep-heated reading of a Westernish tune. It is living down the fact that he's the son of a gun-fighter. (Gremgar, BMI)

## BOBBY BARE

**I'M HANGIN' UP MY RIFLE** — FRATERNITY 1843 — Talk-sing approach on a tune about a cat who's leaving the service. He's gonna have himself a time. Tune reminds a bit of "All-American Boy." (Bare, BMI)

**That's Where I Want to Be** — Countryish medium-beater gets a fair ball but Dial-Be treatment can make great interest. (Bare, BMI)

## TAB HUNTER

**MOONLIGHT BAY** — WARNER BROTHERS 5123 — The fine ol'ie is warbled strongly by Hunter over organ and rhythm support. It should get cuts. (Remick, ASCAP)

**You're Gonna Change** — The old Hank Williams tune is sung in fair fashion by Hunter over rocker backing. (Acuff-Rose, BMI)

## RUDY WEST

**AS SURE AS I LIVE** — KING 5285 — The singer comes with a first-rate reading of a solid rockabilly. West has a McPhatter touch here, and the backing has a warm flavor. Good

**My Mother's Prayer** — A tender new ditty is performed in warm fashion by Rudy West over good rock-oriented backing. West can sell a tune and he sings this one mighty well. (Jay & Cee, BMI)

## ROY HAMILTON

**EBB TIDE** — EPIC 9068 — The label re-issues the stirring Hamilton version of this song, now a budding hit again for Bobby Freeman on Josie. This version can certainly catch a lot of play. (Robbins, ASCAP)

**Beware** — A pretty ballad offering by Hamilton with soft backing. This is worth spins but flip figures as the strong side. (Alamo, ASCAP)

★★★★★  
GOOD SALES POTENTIAL

## FRED ASTAIRE

**The Attraction** — KAPP 311 — This new dance item was featured on Astaire's recent hit TV show. The song was done by Astaire and Johnny Mercer. Song has a buoyal quality. (Palm Springs, ASCAP)

**I'll Walk Alone** — A pretty chorus treatment of the ol'ie which features a chorus working around Astaire's solo. (Maf, ASCAP)

**THE VAGABONDS**  
**Hey Julius** — VIVA 61 — The group comes with a bright reading of a special piece of material that they use in their night club act. It has a buoyal quality and could get spins. (Glenview, ASCAP)

**Baby Face** — McCall — The Vagabonds sell this song of Baby Face McCall as spinners at the tip of the tongue who robbed and stole but never killed a man. Somehow the phrase seems unwarranted. (Rothin, ASCAP)

**THE VAGABONDS**  
**Indian Love Call** — IMPERIAL 9123 — The tune that was a hit for Williams a few years back, receives a good reading by the chunter over a rock and roll oriented backing. It could get some new action for the singer. (Harmon, ASCAP)

**Haunted House Heart** — The country chunter sells this weeper ballad with feeling over a good backing on this side Williams gets a chance to yodel now and then. (Commodore, BMI)

**THE GEORGE GARDINIAN**  
**Antony in Rhinias** — LIBERTY 52125 — A sort of thumping rock arrangement of the well-known theme song of the 1930s. Lots of solid ork and a honking tenor work here and it's definitely a spinner. (Robbins, ASCAP)

**Any Tune** — A sopping-up arrangement of repetitive theme, similar to some earlier efforts by David Seville. There's quite a honky-tonk sound here which could catch on in the bars. (Gazebell, BMI)

**CARMEN CAYLOR**  
**They Can Take That Awful From Me** — DECCA 31067 — From the album "Poetry in Ivory," comes this. Carmen Caylor is sensitive and pretty backed by lush and careful orchestral backing. (Glenview, ASCAP)

**Just Say I Love Her** — Side in the new album as above. Facile piano

work showcased by lush orchestration. (Sper, ASCAP)

## THE ELIGIBLES

**My New Christmas With You** — CAPITOL 4304 — A slow and pretty Christmas tune sung with style with the modern sound of your group. Good luck win. (Tarris, ASCAP)

**The Little Engine** — This is based on an old children's story. The Little Engine that Could. The music is based on a Latin song. Appealing little-sized was. (Andon, BMI)

## EDDIE MANSON

**Heartbeat Alley** — PANDORA 1000 — Heartbeat is featured on the lead over sparkling ork support. It's a haunting theme that can create interest, if exposed. Tune hits a slight jazz flavor. (Florin, BMI)

**Title** — Rhythmic theme is well-performed. Again, the hornwork has the lead over sparkling ork support. Flip, however, appears the money side. (Florin, BMI)

**Julie London**  
**Coma** — Tins the Rye — LONDON 5214 — From an album by the artist called "Sting Me on the Side," this song gets the usual whipsaw London treatment against an interesting jazz backing. For fruits. (Metric, BMI)

**Mah! Whoopee** — Miss London thrashes another album offering, this time from the "Your Number Please" LP. Interpretation is similar to the flip and she hits as kick leader. Andon Previo plays a nice piano here. (Glenview, Voco & Conn-Kahn, ASCAP)

**Jiminy Donley**  
**New I Know** — DECCA 31068 — An emotional vocal snit by Donley on feelings! r/r. Item with spiritual flavor. (Metric, BMI)

**Can't Love You** — Plaintive reading by Donley on attractive rockabilly. Dual market appeal. (Ala-Coastal, BMI)

**TEDDI KING**  
**Temptation** — CORAL 6132 — Quality vocal interpretation by Miss King as talented, swing treatment of the saltry standard. Rock jockey was. (Robbins, ASCAP)

**Flamingo-Angel** — Play reading by three of dramatic standard, the old Herb Jeffries — Ellington hit. (Tempo, ASCAP)

**THE TWO NOTES**  
**My Secret Love** — CORAL 6219 — Quite doc vocal by girls with ferm chorus on boozey ditty. Merits spin. (Glenview, BMI)

**Sandy, Sandy** — Girls have appealing young sound on okay teen-sized item. (Lut, BMI)

**GARY WELLS**  
**I'm Walkin' Away** — MGM 1204 — Simple presentation of oldie on modern ballad with beat. The singer's fine solo is given lush chorus and ork support. Side sales well. (K&M, BMI)

**Almond Joy** — Pretty ballad is nicely handled by Wells with a fine chorus and ork assist. Tantalizing artist. (Phipps, ASCAP)

**EILEEN RODRIGUEZ**  
**Always Be in Love With You** — COLUMBIA 43154 — The fine ol'ie is handled in a better reading by the thorough over a rock and roll flavored backing. Also good for spins. (Shapiro-Bernstein, ASCAP)

**THE THROUNDER** — New song from the group "The Throunder" is handled in a fine reading by the thorough over big-dad-backed. It has sound, and the song is a good one. She really hits on this one. (Sunbeam, BMI)

**TOMMY DORSEY ORK**  
**STARRING WARREN COVINGTON**  
**Bourbon Street Blues** — DECCA 31020 — A fine reading of the theme from the 1959 film. Programmable (jockey item that can collect coin also. (M. Wilmak, ASCAP)

**The Gettysburg Address** — Medium-tempo theme handled by a main chorus. Lyrics have to do with the 1776 Gettysburg Drive. Nothing to do with the classic Lincoln speech. (Bourne, ASCAP)

**THE BLACKWILLS**  
**You Are Free** — I'm Alone — JAMIE 1141 — Tune is a fine reading of the oldie. (Continued on page 44)

## • Reviews of New Pop Records

• Continued from page 43

### ★ ★ ★ GOOD SALES POTENTIAL

out is rendered nicely by the group over a complementary arrangement. It can stand. (Dundee-Jamie, BMI)

\*\*\* **Depeel**—Liberate harmonies by the Blackwells on a pretty, folksy tune. Fair chance. (Jama, BMI)

#### BOYD BENNETT

\*\*\* **Nighty Rock & Roll**—MERCURY 7193—Boyd Bennett sets the tone rockers pleasantly, as he talks about that "Nighty Rock & Roll" on this slightly old-fashioned daisy. (Benjon, BMI)

\*\*\* **Later's Night**—Attractive instrumental is played sweetly by the group with an alto sax in the lead. (Benjon, BMI)

#### WYNN STEWART

\*\*\* **Little Tom Got Cough**—CHADLENDE 9048—Tune is a mixture of a country and rock and roll, and it's headed a swinging reading by the chatter over strong backing. It could pull coins. (Jat, BMI)

\*\*\* **Whistle Thinking**—The country chatter sets this delightful novelty with much feeling, as he tells about his loneliness for his sweetheart. (Jat, BMI)

#### JOE TURNER

\*\*\* **Honey Hush**—ATLANTIC 2044—New treatment of his old hit by the artist. He pours tons of feeling into his rhythmic reading. Disk-market aside. (Progressive, BMI)

\*\*\* **Tomorrow Night**—Oldie is given a smooth swing by Turner over a fine rock and choreo snarl. Also disk-market potential. (Bonnie, ASCAP)

#### DOS & THE CONFEDERATES

\*\*\* **The South Shall Rise Again**—BRUNSWICK 55159—March-like, folksy tune is brightly rendered by the Mammors' little gal in this infectious side. It's a good jockey prospect and it could step out. (Northern, ASCAP)

\*\*\* **The G.D. Man**—Someone is out to get the 4-10 man, because he's been cutting in on his chick. Cuts novelty side. Side should merge as well as the flip. (Northern, ASCAP)

#### THE CHEVRONS

\*\*\* **Day After Forever**—BRENT 7007—Rock and roll ballad is sung with some feeling by the boys over a triplet beat. (Brent, BMI)

\*\*\* **Let's Love**—An attractive rocker is sung neatly by the lad over smooth rock backing. (Danbury, BMI)

#### THE FIDELITYS

\*\*\* **Walk With the Wind**—SIR 234—The Fidelitys sell this ballad with spirit over a big-tinged arrangement. (Republic, BMI)

\*\*\* **Only to You**—Another attractive ballad is sung pleasantly by the boys, and again the strings are dominant. (Dave-Selbom, BMI)

#### THE MARINO MARINI QUARTET

\*\*\* **Flamenco-LONDON** 182—Danceable, cha-cha-rhythm tune is done in Italian. It's an interesting side that could step out with plugs. (Southern, ASCAP)

\*\*\* **The Honey Moon**—Song—English language version on a bright, bouncy theme by the Italian artist. Moderate appeal. (Robbins, ASCAP)

#### BUD BASCOMB

\*\*\* **Turquoise Junction**—SAVOY 1540—Bud Bascomb froths his instrumental combo thru the jazz class with gusto over a solid flicking beat. It has a sound, and it could pull juke coins. (Levin, ASCAP)

\*\*\* **Geekie Blues**—A fine blue is played with heart by the Bascomb combo over a rock and roll triplet backing. Two good sides. (Savoy, BMI)

#### THE KING SISTERS

\*\*\* **Gish and Bess**—CAPITOL 4310—Tune from the recent Broadway show, "The Best Against the Girl" gets a modernish reading from the King Sisters. Programmatic jockey side. (Saunders, ASCAP)

\*\*\* **Clare-Sue-Me**—Light, modal tune is played with heart. It tells of the difference between Christmas here and below the border. (Saunders, ASCAP)

#### PAUL CLAYTON

\*\*\* **Pammy's Army**—MONUMENT 410—On this side the chatter sets a jumpy-inspired folk effort with feeling helped by a chorus and rhythm backing. (Comline, BMI)

\*\*\* **Pretty Peggy-O**—This is taken from Clayton's album "Old Times" and it features the singer coming thru nicely on a pleasant folk ballad. (Comline, BMI)

#### WAYNE RANEY

\*\*\* **Four Aces and a Queen**—DECCA 31004—A cute novelty tune in a traditional country genre. Harmonica accompanies the cut along with piano, guitar and fiddle. It's all about a hand that really thrilled him, a poker hand to be sure. (Hill & Range, BMI)

\*\*\* **I Ain't Got Time**—Some tempo on this side with much the same kind of arrangement. Raney hands it a pleasant country reading, with a style not unlike that of Webb Pierce. (Coper, BMI)

#### DOUG CONNELL & HOT BOYS

\*\*\* **On Our Way From School**—ALTIM 600—A medium tempo rocker on a favorite new theme. There's a good hand-clapping beat to this side and the boys head it a good teen sound. Side is worth spin. (Zodiac-Dairies, BMI)

\*\*\* **You're My Girl**—Lofly sentiments (channeled by the lead cat, Doug Connell, about his chick. Fair war for the teen market. (Zodiac-Co-Op, BMI)

#### BOB GIBSON

\*\*\* **Super Miler**—E1 FKTRA 7—Done to the tune of "Crazy Jeans," this is the title of a current album by Gibson.

Strong appeal for the sking set and a good performance. (Preston, BMI)

\*\*\* **White World**—Gibson sings of the glories of the world of the snow. It's a slow and touching effort done to an interesting double time strummed guitar. From the album "Super Sizer." (Nina, BMI)

### ★ ★

### MODERATE SALES POTENTIAL

#### THE PERRY SISTERS

\*\*\* **Blue Highway**—DECCA 31006—The girls offer a good piece of material in a blues style. Fine singing backing assists the effort. (Greta, BMI)

\*\*\* **Flaxboy**—The gal duo offers this in a sort of raucous rock style with hiccuppy touches. Little message in this side. (Greta, BMI)

#### THE LYRICS

\*\*\* **Oh, Please Love Me**—WILDCAT 803—Founding rockabilly group in a clear reading from the group. Fair chances. (Tex-Son, BMI)

\*\*\* **The Girl I Love**—Rockers is done to mid effect by the Lyrics. Potential appeal similar to that of the flip. (Tex-Son, BMI)

#### COLONEL BEAUREGARD JOHNSON & THE VOLUNTEERS

\*\*\* **The Beanie Blue Flag**—WHITE-HALL 3007—This starts with a basic call and breaks into a big brass band interpretation of the Civil War marching song. It's taken from the group's current album. (Dream, ASCAP)

\*\*\* **Short Roads**—Another Civil War themed song, also from the group's current album. (Dream, ASCAP)

#### SUNE

\*\*\* **The Way You Kissed Me Last Night**—REQUEST 2008—Part playing by one-name gal on catchy tune. (Pleasant, ASCAP)

\*\*\* **I'm Kissing You Goodnight**—Sweet-voiced thrumming by canary on pretty ballad. (Pleasant, ASCAP)

#### SANDY SOLO

\*\*\* **The Moment of Truth**—SEECO 603—A slow ballad is turned in, in straight unadorned style by Solo. Ork supports with strings and a gentle triplet beat. Okay mood wax. (Tweed, ASCAP)

\*\*\* **A Lover Is Blue**—Solo offers an okay version of a tune which was once a hit for Frank Sinatra. Slim potential. (Lerd, ASCAP)

#### SHIRLEY MONROE

\*\*\* **Happy Happy Birthday**—VITA 159—The artist pays a birthday tribute in rocker style aided by rhythm support. It can attract pop & C.A.V. coins. (Durf, BMI)

\*\*\* **Paul Boyce Love**—Folksy tune tells about a love of marriage proportions. Potential and appeal appear similar to that of the flip. (Spinks & Video, BMI)

#### BILL MARBLE

\*\*\* **Somewhere in Your Heart**—IMPALLA (Continued on page 47)

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and  
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More details on pages 6-7

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## • Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national  
selling importance at the sheet music jobber level.

This Week	Week on Last Week	Chart
1. MR. BLUE (Cornerstone) .....	3	4
2. MACK THE KNIFE (Harms) .....	1	9
3. THE THREE BELLS (Harris) .....	4	12
4. PRIMROSE LANE (Music Productions) .....	6	3
5. MISTY (Vernon-Octave) .....	10	2
6. PUT YOUR HEAD ON MY SHOULDER (Spanka) .....	2	3
7. LONELY STREET (Four-Star) .....	11	2
8. DON'T YOU KNOW (Alexis) .....	1	1
9. 'TIL I KISSED YOU (Acuff-Rose) .....	7	7
10. BROKEN-HEARTED MELODY (Mansion) .....	5	13
11. I LOVES YOU PORGY (Gershwin) .....	8	11
12. HEARTACHES BY THE NUMBER (Pamper) .....	1	1
13. THE BEST OF EVERYTHING (Miller) .....	1	1
14. MORGEN (Sidmore) .....	9	10
15. TILL THERE WAS YOU (Frank) .....	12	15

## • Best Selling Sheet Music in Britain

(For week ending November 7)

A ranked report from the Music Publishers' Association, Ltd., London.  
List is based upon their weekly survey of England's leading music dealers.  
American publishers in parenthesis.

Only Sixteen—Ardmore & Beechwood (Kapp)	Treble Chance—Henderson (Kosner)
China Tea—Mills (Mills)	Lipstick on Your Collar—Joy (Joy)
Livina Doll—World Wide (Maricor)	Mack the Knife—Arcadia (Harms)
Three Belts—Southern (Southern)	Mom Liza—Famous-Chappell (Famous)
Six Saddle—Mills (Mills)	Trade—Henderson (Kosner)
High Hopes—Barton (Marxville)	Someone—Johnny Mathis (Cathy's)
Here Comes Summer—Mills (Jaymar)	I Know—Feldman (Roncom)
One More Sunrise (Morgen)—Dominion (Sidmore)	Travelling Light—Aberbach (—)
Heart of a Man—Toll (Shapiro-Bernstein)	May You Always—Eisen (Hecht, Lenczner & Busch)
Roulette—Mills (Mills)	Lonely Boy—Bron (Spanka)

## • Best Selling Pop Records in Britain

(For week ending November 7)

This Week	Printed from the courtesy of the "New Musical Express," Britain's foremost Music Publication.	Last Week
1. TRAVELLING LIGHT—Cliff Richard (Columbia) .....	1	1
2. MACK THE KNIFE—Bobby Darin (London) .....	2	2
3. RED RIVER ROCK—Johnny & the Hurricanes (London) .....	5	5
4. SEA OF LOVE—Mary Wells (Philips) .....	3	3
5. WHAT DO YOU WANT TO MAKE THOSE EYES AT ME FOR? Eddie Ford (Pyg) .....	6	6
6. 'TIL I KISSED YOU—Evelyn Brothers (London) .....	4	4
7. BROKEN-HEARTED MELODY—Sarah Vaughan (Mercury) .....	12	12
8. HIGH HOPES—Frank Sinatra (Capitol) .....	6	6
9. PUT YOUR HEAD ON MY SHOULDER—Paul Anka (Columbia) .....	10	10
10. MAKIN' LOVE—Floyd Robinson (RCA) .....	11	11
11. THREE BELLS—The Browns (RCA) .....	7	7
12. MR. BLUE—Mike Preston (Decca) .....	22	22
13. HERE COMES SUMMER—Jerry Keller (London) .....	8	8
14. OH! CAROL—Ned Soderia (RCA) .....	9	9
15. LIVING DOLL—Chiff Richards (Columbia) .....	17	17
16. MONA LISA—Coryell Twitty (M-G-M) .....	14	14
17. ONE MORE SUNRISE—Dickie Valentine (Pyg) .....	15	15
18. TEEN BEAT—Sandy Nelson (Top Rank) .....	—	—
19. ONLY SIXTEEN—Craig Douglas (Top Rank) .....	13	13
20. PEGGY SUE GOT MARRIED—Buddy Holly (Coral) .....	21	21

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every week in The Billboard . . .

## FOLK VALENTINES

By BILL SACITS

## Around the Horn

Johnny Horton, currently touring Canada with the Gays, is sporting a brand-new Columbia Christmas record, coupling "They Polished Rudolph's Red Nose" with "Electrified Donkey," which Johnny has done especially for the kids. Horton is slated to spend most of December in Japan. . . . Merle Kilgore, regular on "Louisiana Hayride," Shreveport, has a new one out on Starday, "Dear Mama" b/w "Jimmie Brine Sunshine." . . . The gospel-singing Blackwood Brothers' Quartet is rounded as follows: Springfield, Mo., November 17; Forsyth, Mo., 18; Oklahoma City, 19; Little Rock, Ar., 20; Fort Worth, 21; Houston, 22; Tulsa, Okla., 23; Amarillo, Tex., 24; Phoenix, Ariz., 25; Los Angeles, 27; Modesto, Calif., 28; San Jose, Calif., 29; Sacramento, Calif., 30; Hayward, Calif., December 1; Eugene, Ore., 2; Seattle, Wash., 6; Idaho, 5, and Denver, 6.

Johnny Cash, the Collins Kids, George Jones and Carl Perkins and band embarked on one-nighters at WFLA-TV, Jefferson City, Mo., Sunday (15). Unit plays Decatur, Ia., Monday (16); Sioux Falls, S.D., Tuesday (17); Oklahoma City, Ia., Wednesday (18); Topeka, Kan., Thursday (19); Fort Worth, Tex., Friday (20). On Saturday (21), Cash, along with the Tennessee Two, appears in concert at the University of Texas in Austin. . . . "Ramblin' Lou, c.w., platter spinner at WJL, Niagara Falls, N. Y., continues to keep busy on personals in the area. . . . On Saturday, Nov. 7, November 20; Ashburn, N. Y., 21; South Wales, N. Y., 27, and Gasport, N. Y., 28. From December 1-6, Lou works the territory with Roy Acuff and the Wilburn Brothers. Lou has just signed a pact which will find him and the Twin Pine Mountaineers at the Fire Hall, Gasport, N. Y., every other Saturday night from now until next June.

Negotiations are to launch the new McAuill TV series, now heard in Tulsa and Oklahoma City markets, on the West Coast and the Southwest. The show, presented on tape several days a week in Tulsa, is beamed a week later via tape in Oklahoma City. Slated for early next season on the TV set are Faron Young, Marvin Rainwater, Carl Smith, Carl Belew and Ray Price. McAuill and his Cimarron Boys played the Country Music Association dance and banquet at the Brentwood Country Club, Nashville, Friday night (13), and early Saturday (14) departed for Fort Campbell, Ky., where they played the Non-Commissioned Officers' Club that night. The McAuill combo is booked for the next several weeks as follows: Morrison, Okla., November 19; Tinker Air Force Base, Oklahoma City, 20; Playhouse, Wichita, Kan., 21; Cimarron Ballroom, Tulsa, 25; Armory, Blackwell, Okla., 26; Forties Air Force Base, Topeka, Kan., 27; Cimarron Ballroom, Tulsa, 28 and December 2; Tinker Air Force Base, Oklahoma City, 4, and Shadow Lake, Noel, Mo., 10.

Rudy Hansen, former feature of WLW's "Midwestern Housewife" is managing and emceeing "Dateline Detroit," a USO package which recently embarked on a 12-week tour of U. S. military installations in Europe. "They need a lot more country music over here," scribbles Rudy from Germany. . . . The Aloha Ser-

enaders, who dispense Hawaiian folk tunes under the direction of Charles Kolofofua, have left KCVR, Los Angeles, for Sacramento, Calif., where they are slated to resume their air work soon over a local station. . . . Clarence Stont, of 500 DuBois Street, Vincennes, Ind., has piano copies available on his "Acers and Eight" for artists featuring c.w. in a 12. . . . "Grand Ole Opry" package, featuring Roy Acuff and including the Wilburn Brothers, June Webb and Ray Price and his Cherokee Cowboys, recently played three New Mexican dates for Hildebrand's Fun-O-Rama Attractions, headed by Frank Hildebrand, which recently switched from circus promotions to the handling of c.w. units.

Don Pierce, of Starday Records, and Buddy Killen, of Tree Music, are working on a promotion of Jerry Woodard's new RCA Victor release, "She's a Flower in the Air," written by Arlie Duff, of "Y" All Come" fame, who is currently spinning c.w. disks at KDAY, Lubbock, Tex. . . . Copies of the tune are available by writing to Starday, Box 115, Madison, Tenn. . . . Barnstorming the West Coast with their new record are Johnny Clark and his Playboys. The platter, recently released by the newly formed Souvenir Records, couples "Believe It or Not" with a rock version of "Hawaiian War Chant." Last weekend Johnny and the lads appeared with Mark Deubler and Jim Goodrich, of KYSS, Missoula, Mont., at the Fox Theater, that city, for a show and dance. This weekend they will be with Lyle Bryson, of KPKW, in Pasco, Wash.

Jack McFadden, personal manager to Del Reeves, is mulling plans to launch a new c.w. series, "Golden Jubilee," via KGMS, Sacramento, Calif. Plans call for a cast of 20 to be headed by Reeves, with a name guest to be brought in each week. . . . Jim Reeves has just finished work on a series of commercial jingles for the Marty Carter Paint Company, Nashville. . . . Blackie Crawford and the Western Cherokees are currently holding forth at Station KPXP's "Bar Ranch" in San Angelo, Texas. The all-country and western station brings many c.w. shows into the territory. . . . Bandera Records, Chicago, has just released to Lee and Phil Chess three masters—two instrumentals and a vocal. The latter spots the lads' new c.w. artist, James Mask, of Memphis, on "Cuban Love" b/w "Hoochie Koo Girl."

Faron Young, Ferlin Husky, Jim Reeves and Webb Pierce will be featured in 10 15-minute TV segs for the National Guard to be filmed early in December. . . . Ferlin Husky and Margaret Whiting will entertain at Schlitz beer salesmen meetings in Los Angeles, Milwaukee and Tampa the first 10 days in December. . . . Hank King, still taking it easy as per doctor's orders, recently visited "World's Original Jambores" at WYVA, Waukegan, Ill. W. Va., accompanied by his fan club prezzy, Mabelene Baker, and her sister, Clara. While there, they met with much time cutting up jackpots with old friends, Rudy Thacker and the Stringbusters, Bill Brown, Donna Darlene and Doc Williams.

The  
Billboard  
HOT C & W SIDES

FOR WEEK ENDING NOVEMBER 15

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART
1	2	3	4	5
1	2	3	4	5
2	3	2	1	18
3	2	1	2	18
4	1	3	4	16
5	4	5	6	16
6	6	7	8	16
7	7	8	9	16
8	8	9	10	16
9	9	10	11	16
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23	23	24	25	16
24	24	25	26	16
25	25	26	27	16
26	26	27	28	16
27	27	28	29	16
28	28	29	30	16
29	29	30	31	16
30	30	31	32	16

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Billboard's Big New Year-End

Programming and Talent Buying Guide

—a special all-stock section of the December 14 issue.





# • Reviews of New Pop Records

• Continued from page 47

**SPOTLIGHT WINNER!**  
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End J1040

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Billboard's Big New Year-End  
Programming and Talent Buying Guide  
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**JOHNNY BRANDON**  
\*\*\* **Send Me a Christmas Card** — LAURIE 3042—This is the story of Santa Claus Jr., as sung playfully by Johnny Brandon. Joyous and voice like a topknot. (Venus, BMI)

**ELIOT GLEN OK**  
\*\*\* **Theme From Santa Claus Jr.**—This is the same song played in instrumental fashion by the combo. (Venus, BMI)

**LITTLE TOOTSIE**  
\*\*\* **Countdown the Chimes** (Part 1)—FIDELITY 2014-A little girl, in dialog with her dad, anticipating the arrival of Santa Claus and the love that he will bring. Little can grab some cash. (Venus, BMI)

**LITTLE JOEY**  
\*\*\* **Countdown the Chimes** (Part 2)—This little Joe is a little boy, and the approach is similar. Potential appears similar to that of the flip. (Venus, BMI)

## Novelty

**JIM BACKUS**  
\*\*\* **I've Got a Teenage Reindeer**—DICO 31—Reindeer don't McGonagall talk-off in a dialog with a guy, talking reindeer. The best of our top rock backing. (KMG, ASCAP)

**KEEN NORDINE**  
\*\*\* **I Used to Think My Right Hand** 43014—This is a song that is a little bit of a dialog with a guy, talking reindeer. The best of our top rock backing. (KMG, ASCAP)

**KEEN NORDINE**  
\*\*\* **I Used to Think My Right Hand** 43014—This is a song that is a little bit of a dialog with a guy, talking reindeer. The best of our top rock backing. (KMG, ASCAP)

**KEEN NORDINE**  
\*\*\* **I Used to Think My Right Hand** 43014—This is a song that is a little bit of a dialog with a guy, talking reindeer. The best of our top rock backing. (KMG, ASCAP)

## Rhythm & Blues

**CLARENCE (GATEMOUTH) BROWN**  
\*\*\* **Depression Blues—PEACOCK 1637**—The blues shoulder advice checks to find themselves even, because the depression is coming. Brown beats the lyrics, and he's backed by funky instrumentation. (Lion, BMI)

**OLIE DOKE ROSS** — Blues instrumental. Side moves right along with a driving beat. (Lion, BMI)

**LARRY DAVIS** — Blues instrumental. Side moves right along with a driving beat. (Lion, BMI)

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**LARRY DAVIS** — Blues instrumental. Side moves right along with a driving beat. (Lion, BMI)

## Spiritual

★ ★ ★ ★

**THE ORIGINAL FIVE BLIND BOYS OF MISSISSIPPI**  
\*\*\* **Take Your Burden to Jesus—MARATHON 142**—Frequent recording by lead singer and group on morose spiritual. (Brown, BMI)

\*\*\* **Weeping for a Mighty Long Time**—Same content. (Brown, BMI)

**KELLEY BROTHERS**  
\*\*\* **Oh! Bewish Land** — NASHBORO 634—Lead singer is transported as he shouts his confessions, phrases. His intense passion is picked up by the chorus, to a rolling bass. (Eccotone, BMI)

\*\*\* **Got a Soul to Save**—Lead singer and the chorus behind him project spiritual and dignity. Good programming for gospel shows. (Eccotone, BMI)

**THE DIXIE NIGHTINGALES**  
\*\*\* **I've Got a New Name—PEPPER 910**—The boys sell a wild spiritual with a fiery beat over a handclapping backing. A solid wailing that could grab sales. (BMI, BMI)

\*\*\* **I've Been Lived**—The Dixie Nightingales handle this moving spiritual with humble feeling, sparked by a strong male lead. A strong side for the market. (BMI, BMI)

**THE CBS TRUMPETERS**  
\*\*\* **A Christmas Testimony** — NASHBORO 635—This is a song that is a little bit of a dialog with a guy, talking reindeer. The best of our top rock backing. (KMG, ASCAP)

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# The Billboard HOT R & B SIDES

FOR WEEK ENDING NOVEMBER 15  
TITLE, Artist, Company, Record No.

THIS WEEK	LAST WEEK	WEEKS AGO	WEEKS ON CHART
1	2	9	26
2	1	7	17
3	4	9	20
4	1	11	10
5	1	1	1
6	1	1	1
7	1	1	1
8	1	1	1
9	1	1	1
10	1	1	1
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29	1	1	1
30	1	1	1

## DJA in Chi

• Continued from page 4

ville; Louis Barile, WIBX, Utica, N. Y.; Bob Bell, CKLJ, St. Jerome, Quebec, Canada; Paul Berlin, KNUZ, Houston; Chuck Blume, KFWB, Los Angeles; Bob Clayton, WHDH, Boston; Ira Cook, KMPC, Los Angeles; L. G. Court, WLSZ, Roomer, Va.; Buddy Deane, WJZ-TV, Baltimore; Paul Drew, WGST, Atlanta; Joe Finian, KYW, Cleveland; Jerry Forbes, CHIEF, Edmonton, Alberta, Canada; Milt Furness, KJND, Juneau, Alaska; Bob Furry, KTAR, Phoenix, Ariz.; Milt Grant, WITO, Washington; Freeman B. Howe, KFYZ, Williston, N. D.; Walley Hoy, WGVN, Greenville, Miss.; Bob Close, WFIL, Philadelphia; Jack Lacey, WJND, New York; Jack Lacey, WNEW, New York; Jim Lowe, WRR, Dallas; Walter (Randy) Powell, WBVL, Barboursville, Ky.; Al Radks, KFRE, Fresno, Calif.; Abraham Rodriguez, Armed Forces: Charlie Van, KFTA, San Antonio; Queen W. Welty, WWST, Webster, O.

These jocks (along with the other board members and officers elected when the association was formed last July), will act as directors until elections are held at the DJA's Los Angeles convention.

See story elsewhere in this issue for an official statement from the DJA board re. the recent payola sessions in the dailies.

Cash Box Award of the Week and Sure Shot  
**NAPPY BROWN "I CRIED LIKE A BABY"**  
51575  
**SAVOY** #10049-00  
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a new selling force...for dealers...for manufacturers...in FULL COLOR EVERY MONTH in THE BILLBOARD

**WIM**  
variety in music

"DEACON JOHN"  
"I WANT TO KNOW"  
The Buddy Lucas Band  
Vin 502

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**MIS SMASH FOLLOW-UP TO "KISSIN' TIME"**  
**Bobby Rydell "WE GOT LOVE"**  
Cameo J149

**1608 Locust St., Philadelphia, Pa.**

**A 100 YEARS FROM TODAY**  
by the spaniels  
veejay 328

The Group that Never Misses!  
**THE CRESTS "A YEAR AGO TONIGHT"**  
b/w Paper Crown  
Cord #531

**COED RECORDS**  
1619 Broadway New York, N. Y.

## Have Snow Plow Will Travel!



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### LATEST RELEASE

**EYDIE GORME**

Sings

**"HAPPINESS"**

b/w

**Fool Around**

110061



**MOVING UP FAST!**  
**"LONELY STREET"**  
By  
**ANDY WILLIAMS**  
Cadence #1370

**cadence**  
RECORDS

**FACTORY FRESH LP's**

\$3.98 or \$4.98 Semi Value.  
RCA, Columbia, Decca, Mercury, Varèse, Westminster, etc.  
\$1.10 Each—plus post. 50 per cent—no duplication.

Send check or money order for \$55. plus \$1.67 postal post charges. If your delivery is to a business address.

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Philadelphia 43, Pa.

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## JUKE BOX OPERATORS:

The best of the hottest records  
—in stereo and monaural

What top artists have recorded what songs in STEREO? What are the latest hits of the top artists? What all-time favorites have they recorded? What million sellers? To get all the answers? . . .

Be sure to Read . . . and Use . . . and Hold Onto  
Billboard's Big New Year-End  
Programming and Talent Buying Guide  
—a special stock section of the December 14 issue.

when answering ads . . .

Say You Saw It in The Billboard

## Lane Quotes

• Continued from page 3

payola rumored in "hythm and blues" tunes; a 1955 Cue Magazine article cites a "Cadillac payola" for a deejay. A 1956 Variety story quotes a broadcaster on the temptation of deejays to sell free records sent by manufacturers, with consequent damage to play of "good" music.

Strongly reminiscent of the Southern hearings are items on New York deejay Martin Block's 1945 contract allegedly requiring extra payments for song plugging and for his music publishing firm. Five pages of items are headed "Network Promotion of Records and Artists of Their Own Recording Company Affiliates." The 1949 RCA promotion of Mandy Carson and Dennis Day, both Victor recording artists and network talent, is also during Southern's first hearings. A 1954 trade item refers to CBS-Columbia Records promotion of TV play theme "Let Me Go Love," 1955 and 1957 items also note similar CBS tie-in on chief Mitch Miller's push on the "A" for the Ninth Day.

Surprisingly, the flood of current trade and daily press stories on payola among the deejays, and alleged music rigging on TV shows, receives little mention. Ironically, a broadcast from August 31, 1959, Broadcast Magazine payola piece selects an instance of a broadcaster indignantly turning down a bribe attempt by a record plunger.

## Lieberman

• Continued from page 2

man, Minneapolis, owner's son who came here Friday (13) from Twin Cities to close the doors.

"We attempted to take over the volume of Barney Kuehn's Music Mart. One-stop then folded October 20," said David Lieberman. "We thought his accounts would select an instance of a broadcaster indignantly turning down a bribe attempt by a record plunger."

Plans of the Barney Kuehn who had long history of success in retailing and one-stoppping until his Music Mart went bankrupt last December is "indefinite." As for Lieberman's Music Mart, "We are trying to break it into this market."

Departure of the Lieberman outlet leaves three one-stoppers active in Minneapolis. One is Joe Hoffman Music, Radio Doctors and Record City.

## SAVE MORE MONEY—MAKE MORE MONEY

Subscribe To The Billboard TODAY!

## Adams Letter to ASCAP

• Continued from page 3

would seem to be self-evident that their desires are entitled to be considered. I find it quite disturbing therefore, to be informed that the members are being asked that they may vote on the proposed decree, but that their freedom of expression is limited to the acceptance of the decree as presently drafted or the acceptance of a law suit that may kill the Society.

### Attempt to Intimidate

"It seems to me that the only thing that could bring about a law suit by the government against the Society would be a refusal of the government and the Society to recognize the will of the majority. The ASCAP members reject the decree and the court rejects the decree, clearly a mandate has been issued which compels the Society and the government to seek to reopen their negotiations in order to enable themselves to present a more equitable and acceptable decree to the court. Any threat of a lawsuit appears to be an attempt to intimidate."

"Our subcommittee held exhaus-

## Eydie, Steve

• Continued from page 3

TV spec, "The Golden Circle," November 25 from 10 to 11 p.m.

Prior to the album's general release early next year, the LP, also titled "The Golden Circle," will be spotlighted in a special merchandising campaign by the John Oster Manufacturing Company, sponsor of the TV show. The album will be made available at the special price of \$1 with the purchase of Oster's kitchen appliances.

In addition to Eydie Gorme and Lawrence as co-hosts, "The Golden Circle" telecast will star Nat King Cole, Frankie Avalon, the Andrews Sisters, the Mills Brothers and Rudy Vallee. The star line-up with pop tunes of the past 25 years, covering the big band era, and saluting artists whose records have sold over a million.

## Goodwin Exits

• Continued from page 2

company's profits and hold an option for future stock purchase. He is a veteran of more than 15 years in the record business. He joined Decca Distributing Corporation here in June, 1946, and was elevated to position of assistant division manager.

He left that post to join the Ray Thomas Company as general sales manager at the time when the firm was Columbia Records distributor in this area. When Columbia set up its own distribution branch here, he was named branch manager for Columbia Records Distributing, Inc. Six months later, when Jim Conking (former Decca Warner label, he became one of the first members of the Conking crew as the label's national manager of merchandising services.

## Dog Day \$\$

• Continued from page 3

And EP sales in this period came to only 200,000 units, or half of 1958's 400,000 items.

The LP sales increase of 31 per cent in stores for the summer spell is about average for the LP sales in increase so far this year for the period January 1 thru September 12. LP sales for this period are running 30.6 per cent better than in 1958. Single record sales for the year to date are 7.5 per cent below last year and EP sales in these stores are 33.4 per cent under. So far this year, single sales by dealers have consistently trailed 1958 sales, except for late July and early August and late March and early April.

tive hearings last year that served to demonstrate the compelling need for changes in the policies and procedures of the Society in order to permit the smaller writer and publisher members to remain in business. The negotiations which led to the tentative adoption of the consent decree originally had been intended to remedy the inequitable practices of the Society shown by the hearings to threaten the continued existence of its many small business members. It was respecting and adequacy and acceptability of the consent decree are set forth in an analysis to be made during the course of October, 1959, hearings before the court. Upon receipt, copies of the analysis will be supplied by the House Small Business Committee, Washington 25, D. C."

## Victor Sets

• Continued from page 2

not only deejays and distributors, but also press interviews. Latter phrase, in fact, will get heavy emphasis.

Lauren started the tour on the West Coast, arrived in New York several days ago, and will give the following additional areas: Providence, Boston, Washington, Baltimore, Philadelphia, Harrisburg, Pittsburgh, Buffalo, Rochester, Syracuse, Chicago, Detroit, Cleveland, Cincinnati and St. Louis. This will take the artist thru December 27. After the first of the year, Lauren will go out again, the second trip being planned to cover the entire area.

Meanwhile, TV dates are being set. Perry Como will introduce Lauren officially on his November 25 show.

GAC is handling the artist, with Larry Kanac handling the arrangements personally.

Last week, RCA Victor set a unique dealer promotion, designed to give dealers a chance to make 100 per cent profit on their initial order of Lauren's first single, "I Had a Girl," backed with "No Wonder." Details are these: Diskery offered 25,000 copies of Lauren's first single to 1,000 dealers who reply via coupons in trade ads. Each of the 1,000 dealers will receive a carton of 25 Lauren disks, on basis of earliest post-marked replies.

## 15 Packages

• Continued from page 3

age of 15 orchestrated Kurt Weill albums as the company's first release. Label's reissues for its "Great Recordings of the Century" series included the Alfred Cortot-Jacques Tschudis-Falck Piano Concerto of Beethoven's Seventh Trio (made in 1926), Cortot's 1934 recording of the complete Chopin concertos, and Arturo Schnabel's 27th of the Mozart 21st and 21b's Piano Concerti. Final album in the current series brings back the 1927 recording sessions of Wagner's "Die Walkure" with soprano Frieda Linder, tenor Lauritz Melchior and baritone Friedrich Schorr.

All the packages in the Angel release are available in stereo form with the exception of the five reissues and the two Gieseking piano solo packages.

**Rooster Blues**  
**Lightnin' Slim**  
**Excella 2169**

Deejays—If you haven't received your sample copy, contact us.

**NASHBORG Record Co., Inc.**  
Nashville, Tenn.

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Listings of the latest popular records by titles and artists rushed each week by mail. Each mail, each week, over 225 pages of current and older titles with brief artist biographies, monthly. Each month complete in itself with the latest news, new and old issues. Three months' trial, \$10.00 or equivalent value. \$25.00 further information and samples sent on request.

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**RECORDAIR, INC.**  
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**SISTER SADIE**  
b/w "BREAK CITY"

by  
**HORACE SILVER QUINNET**  
BLUE NOTE 45/1750

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**JAM**  
**GROWING! GOODNIGHT MY LOVE**  
by  
**JESSE BELVIN**  
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**RECORDS 1330 W. Grand Ave., Philadelphia 26, Pa.**

The Most Inspiring Christmas Carol Ever Recorded

**"CAROL OF THE DRUMS"**  
Boulezte R-2564

From the album  
**ST. PATRICK'S CATHEDRAL CHOIR SINGS CHRISTMAS CAROLS**  
Boulezte R-3297

**TWO GREAT VERSIONS!**  
**BACIARE, BACIARE**  
(Kissing, Kissing)  
**DOROTHY COLLINS RA-2024**

**BACIARE, BACIARE**  
(Kissing, Kissing)  
**ILSE WERNER RA-2023**

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**\$2.47—\$3.10—\$3.71**

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**Reviews and Ratings of New Albums**

Continued from page 38

**MODERATE SALES POTENTIAL**

★ KENNETH PATCHEN READS

WITH JAZZ IN CANADA

"Don't Miss It" PITCH is the latest attempt at the fusion of jazz and poetry, and it features the good work of Kenneth Patchen. However, it is no more valid than any of the other attempts and Patchen is hard pressed to stay in time. However, the set does feature some good jazz by the All Stars Quartet, especially the work of alto sax mao Dale Hillary, who is outstanding.

**CLASSICAL ★**

★ RACH: BRANDENBURG CONCERTOS

Netherlands Chamber Orch. (Gouda), Poly 8C 3844. (Review & Musical) - Concertos number four thru six are presented by the Netherlands Chamber Orchestra. The recordings are competent in every way. Some of the music is good. An interesting cover sketch offers an appeal. Set will be purchased due to strong competition from other releases.

★ SYLVIA ZEREMBA PLAYS LIZET

RECORDS 191-182 (Stereo &amp; Mono)

Sylvia Zeremba's recording is one of the best available on another label, the great display of a tremendous maturity and control over her instrument. The latter work ranges from the widely recorded "Mephistopheles" to the rarely heard "Valse Debussy". There are seven pieces in all in this set (10). In the second recording, the three-movement Ravel Concerto, "Concerto de l'Afrique" on the disc, Miss Zeremba has a notable feel and her technique is completely unobscured. This set should be recommended for the real connoisseurs.

**LOW PRICE CHRISTMAS ★★**

★ MERRY CHRISTMAS FROM JIMMY WALKLEY

Music Set 191-182 - Country warbler Jimmy Walkley sings up some fantastic Christmas themes in a bright, strong voice. These tunes are for both the pop and the serious listener. Selections include "Rudolph the Red-Nosed Reindeer," "Winter Wonderland," "Silent Night," etc.

★ LET'S ALL SING OUR CHRISTMAS FAVORITES

FROM JIMMY WALKLEY

Music Set 191-182 - Country warbler Jimmy Walkley sings up some fantastic Christmas themes in a bright, strong voice. These tunes are for both the pop and the serious listener. Selections include "Rudolph the Red-Nosed Reindeer," "Winter Wonderland," "Silent Night," etc.

★ JAN AUGUST AT THE PIANO

"Wing Man" 11175-Typical piano stylings

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by August with a deft keyboard touch.

Repetitive is all available to the holiday season, included are "Silver Bells," "The Christmas Song," "Silent Night," etc. Good sound. Cover is a cool Xmas scene.

**COUNTRY & WESTERN ★★**

★ TEXAS OIL PATCH BONGS

Simba White, Volume 1948-A. A very interesting package, with documentary value. White, known as the writer of "The Ballad of the Texas Girl" in New Orleans, sings a dozen of his own songs here with a lot of western-sounding "Pop Music" and "Old Fash" style. "Dillie the Honky-Tonk" is a real gem. A lot of good, good, good, being more folk-oriented.

**INTERNATIONAL ★★**

★ JAPAN AND ITS PEOPLE

Capitol 2-1020-A. Anyone who's ever been to Japan (including thousands of us!) or, at least, to the East, will find the collection of sounds and music of great interest. Taped and edited together with an appropriate commentary are such exotic sounds as a geisha girl chorin, chants of Japanese monks, and the music of the Japanese religious procession, Oshichi, with a more traditional Japanese music. Includes a religious and rock band. Interesting mostly.

**ITALIAN AND POP BONGS**

The Golden Record Set. Perfect Pop 1249-1. Instrumental and vocal recordings, recorded in Italy. This contains some well-known material, as "Come Piu" and "The Italian Song." A number of lesser-known titles with an authentic Mediterranean flavor.

**LOW-PRICE SPECIALTY ★★**

★ SULLIVANT

Reeds, Tenors, Basses (Stereo). Perfect Pop 1249-1. Standard material depicting the life and work of the late John Sullivant. Instrumentals are well-performed, and the disk's sound is good. Includes "Papa de Vasa," "Blossoms" are selections. Much competition in this category.

**SPIRITUAL ★★**

★ THE SOUL SEEKERS

Reeds, Tenors, Basses (Stereo). Perfect Pop 1249-1. Standard material depicting the life and work of the late John Sullivant. Instrumentals are well-performed, and the disk's sound is good. Includes "Papa de Vasa," "Blossoms" are selections. Much competition in this category.

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**Deejay Gets Payola Threats**

Continued from page 3

It would be unfair to name one or two and victimize a couple of guys for what is a much more widespread practice. Everybody in the industry knows payola is running rampant. I'm not speaking only of Chicago because it's no more prevalent here than elsewhere.

Miller said if he thought he were going to be subpoenaed, he would tear up the affidavit he said he had signed. When he was reminded he would still be asked under oath what the affidavit said, Miller replied:

"In that case, I'd have to answer all questions to the best of my ability."

The affidavit in question, Miller told The Billboard, was given to him about eight years ago by a man on the distributor level of the disk business, who was about to quit the trade. Before quitting, he told Miller that he wanted someone to have a record of his experiences in record promotion. The affidavit, Miller says, specifies payment of \$100,000 to Miller and \$50,000 to a Chicago deejay and Miller said he inspected the document. After Miller discovered the existence of the affidavit last week to the Chicago Tribune, he said he was surprised at reports that he had caused worry among deejays all over town.

"Anyone who is worried about

what I said," Miller commented, "must be guilty of something."

Miller said he opposes Congressional investigation of payola.

**Job for Stations**

"Congress ought to devote its time," Miller said, "to figuring out how to catch the Russians in the race to the moon. This is a job for policing by station managements. It would be easy. Management knows that no legit company with a legit record has to pay to make a hit. So when a manager hears a record being played time and again even though it's going nowhere, he has cause for suspicion. Then he ought to look into his deejays' programming methods. But if station management surrenders their responsibilities to the public, then the government has every right to step in and revoke licenses. The main trouble with Congressional investigations is that a few get named but the whole group gets hurt. It would be the same as all teen-agers suffering today because of the delinquency of a few."

Miller then outlined the main reason he opposes payola on principle. In 10 years, according to Miller's statistics, the record industry has grown from a 50-million-dollar business to a half-billion-dollar business. "It has become an important part of our national economy. We owe it to the country and ourselves to keep building this important part of the economy. If bad records are exposed through payola, it's at the cost of exposure to another record that has a potentially higher sale. In the end, the total industry volume is going to get hurt."

One noteworthy deejay reportedly has kept out of the Lind and Miller furors with keen interest, scratched his head, and commented aloud: "Well, there goes my Christmas."

**Storz Radio**

Continued from page 4

Records' chief, owns three stations, including the all-fem station WHER, Memphis, Tenn. Chess Records, the Chicago-based label, is also active in the broadcasting field. In addition, of course, there are the major alignments - RCA Victor-NBC; Columbia-CBS, AmPar-ABC, etc.

**TALENT BUYERS:**

1001 ideas to help you select the right talent for your important location

Before you buy talent you look for data on an artist... background... singing style... the type of work the artist has done in the past (night clubs, TV, films, etc.)... current and previous hits... personal manager... booking office... information that will help you spot talent with the right talent in the right location.

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Billboard's Big New Year-End

Programming and Talent Buying Guide

—a special slick-stock section of the December 14 issue.

**JUKE BOX OPERATORS:**

The best of the hottest records — in stereo and monaural

What top artists have recorded what songs in STEREO? What are the latest hits of the top artists? What all time favorites have they recorded? What million-sellers? To get all the answers?

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Billboard's Big New Year-End

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—a special slick-stock section of the December 14 issue.

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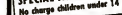
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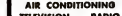
AT RADIO CITY TIMES SQUARE







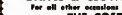







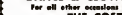






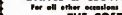




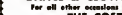




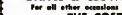











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amusement  
parks

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circuses

## Show News

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stadiums

NOVEMBER 16, 1959

Communications to 188 W. Randolph St., Chicago 1, Ill.

THE BILLBOARD

51

Europe to See Ringling's  
New Barnum Unit in 1960

SARASOTA, Fla.—It's now fairly sure that Ringling Bros. and Barnum & Bailey Circus will launch a European unit. Target time is the fall of 1960. When the show goes, it will be called Barnum & Bailey Circus, since that half of the full handle is known in Europe. The second unit will have no effect on the main show touring the United States. Ringling-Barnum management has spotted more than a dozen buildings in Europe that can accommodate the proposed indoor show.

Regina Exhibition  
Nets 48G on Fair

REGINA, Sask.—Net profits of \$48,674 on the summer fair and \$17,893 on the year's operations were reported at the annual Regina Exhibition Association directors' meeting.

The fair week profit was down from \$17,893 last year and the profit on the year was down \$28,679.

Revenue from the six-day exhibition was \$350,769, down \$7,055 from 1958, and expenses, totaling \$302,121, were up by \$11,835.

Higher labor costs encountered before, during and after the fair helped boost the expense figure, it was explained.

An overall profit of \$116,224, including bond and investment interest, was shown on the year's operations and from this \$100,000 was appropriated for immediate and future capital expenditures, leaving the net of \$16,224, as against \$45,103 last year.

Bartok Show  
Ups Profits;  
Big in Philly

SARASOTA, Fla.—Bardet Minstrels, medicine show, has completed its 20th annual tour and will winter at Sarasota. The season's tour was marked by a show stand in the heart of Philadelphia to excellent business, according to the owner, Dr. Milton Bartok.

David Bartok, head of the Minstrels, was bit by the strike, he said, but business picked up sharply again as the show found its way into cotton and tobacco country. The season of 26 weeks ended in North Carolina.

Dr. Bartok said that this year the roster was cut back to 18 people from 30, and the tent was made slightly smaller. The show has its eye on smaller cities for 1960, with resulting lower costs for lots, licenses and other expenses. He said the 1959 tour brought much greater profits than the larger show of a year before.

David Bartok handled the candy pitch and legal adjusting. In the winter he has a detective agency in Sarasota. Leonard Simmons was assistant manager and had charge of the advance. Bill Cornell had the office wagon. Oscar Lee Jones was the leading comic and in charge of the performance. Canvas was handled by Dave Harper, assisted by Willie Duncan. Milton and Betty Bartok will go to Topeka this month to visit their daughter, non-in-law and grandson.

Gate receipts at the fair were \$62,398, down \$1,988, and the grandstand total of \$58,214 was down \$1,988.

Gate attendance was 213,851, a decline of 6,090, and the grandstand, at 66,853, was off 1,492.

Friday revenue, at \$25,297, was up \$659, and the concessions total, at \$69,065, was down \$1,652. Exhibit space rentals totaled \$10,800, down \$915, and exhibitors' fees, at \$2,285, were up \$269. Parking revenue was \$1,370, a drop of \$32.

A profit of \$12,325 was shown on the nine days of horse racing, down \$5,649 from last year. Altogether, at \$179,140, was \$2,486 better than in 1958, expenditures were \$8,134 higher, totaling \$166,816.

A loss of \$69 was shown on the harness race meet held in June. Revenue was \$17,306, up \$242 from 1958, and expenses were \$784 higher, at \$17,475.

Revenue from rental of grounds and buildings during the year ending September 30 was \$78,593, an increase of \$17,727, and maintenance costs were up \$12,170, totaling \$46,045. The net revenue for the winter fair recorded a loss of \$5,558.

The stadium showed a loss of \$3,491, compared with a profit of \$17,724 last year. Total loss was \$4,403, down \$11,614, and expenditures, also \$3,410 lower than in 1958, totaled \$44,894.

The winter fair recorded a loss of \$4,756 as against last year's loss of \$5,558.

Capital expenditures for the year totaled \$17,724.

Federal and provincial government grants for 1959 totaled \$38,910.

NAC Convenes  
At Chicago,  
Elects Papas

CHICAGO—The National Association of Concessionaires met at the Sherman Hotel here Sunday through Wednesday (8-11) in conjunction with the Theater Owners of America.

The trade show was attended by a number of persons in amusement park, auditorium and allied businesses, although the majority of the attendance was from indoor and outdoor theaters.

Spiro J. Papas, Alliance Amusement Association, Chicago, was elected president for 1959-60. Other officers include Harold F. Chesler, Theater Candy Distributing Company, Salt Lake City, first vice-president; J. A. Schmitt, Houston Popcorn & Supply Company, Houston, second vice-president; Ed (Peio) Gage, Walter

Oregon Fair  
Assn. Renames  
Hennessy Prez

EUGENE, Ore.—Duane Hennessy, manager of the Multnomah County Fair, Gresham, was re-elected president of the Oregon Fair Association at its recent convention here. Hennessy is also a director of the Western Fairs Association.

Vic Peterson, Wasco County Fair, was named vice-president, and Walter A. Holt, manager of the Pacific International Livestock Exposition, North Portland, was retained as a director. Gov. Mark O. Hatfield was the key speaker of the meeting.

Holdover directors are Mary O. Coons, Sherman County; Vernon DeLong, Union County; Harold Lewis, Yamhill County, and Harold Clarno, Coos County. Mrs. Halie Huntington, long-time secretary-treasurer, submitted her resignation and the position will be filled at a later date.

Off-staters at the confab include John McMurray, manager of the Western Washington Fair, Puyallup, and J. Hugh King, manager, Central Washington Fair, Yakima.

Beaumont, Tex.,  
Puts Total  
290,024 Gate

BEAUMONT, Tex.—Altogether plugged by rain the Texas State Fair closed its 1959 tour with a total attendance of 290,024.

Officials blamed the rains for the exposition not setting a new attendance record, but even at that some 40,000 persons braved intermittent showers on the final day. The record of 309,000 was set last year.

George Camp, general chairman of the fair which is sponsored by the Young Men's Business League, an affiliate of the Chamber of Commerce, described the fair as the best in the 52-year history.

Conklin Party  
Raises \$1,821  
For SLA Clubs

CHICAGO—The Showmen's League of America and its Ontario Chapter at Toronto both will share in \$1,821.50 raised at a jamboree on Conklin Shows at the Western Fair Grounds, Ont.

The Chicago club will receive \$910.75 and the Toronto branch a like amount. Chick Schloss and Lou DuFour were active in operation of the party.

Reade Theaters, New York, treasurer, and Russell Fifer, Chicago, executive director.

Arizona State Fair  
Counts 229,000 Gate

Rain, Hail Cuts Total by 30,000;  
Pulls 39,426 for Big Single Day

PHOENIX—Bobby Diamond, 15-year-old joey of the "Fury" television series, was the featured attraction on Friday (6) when the Arizona State Fair pulled 39,426 people, largest of the 12-day run which ended here Wednesday (11). Total attendance was estimated at 229,000, down 30,000 from 1958 because of bad weather.

Ralph Watkins Jr. was named manager to fill the unexpired term of George N. Goodman, who died suddenly November 4, fourth day of the fair. Goodman's term as executive secretary of the Arizona State Fair Commission would have expired January 2.

Diamond was the headline along with Bobby Daren, Mills Bros., and Tito Guizar, who appeared with the show presented here by the Siebrand Bros. Circus & Carnival on the Plaza stage. Diamond's appearance was handled by Clyde Biskheim, his personal manager, as a special attraction for the kids' day.

Fair opened on Saturday (31), the first day but not on Friday as in 1958. Two days before the opening day, the area was hit by a cloudburst that brought a record 10.4 inches of rain. Rain hit again late Sunday night (1) and continued until almost opening time on Monday. The pari-mutuel racing was stopped after the fiasco after Saturday (31) and not resumed until Thursday (5).

Racing will continue at the

Luray, Va., Fair  
Elects Crist Prez

LURAY, Va.—John Crist is the new president of the Page Valley Agricultural and Industrial Fair here. Other new officers: David Shirley, vice-president; Mrs. Jennie Ann Kerkhoff, secretary, and William Sedwick, treasurer.

Renape Paul Black  
Peach Assn. Prez

SPARTANBURG, S. C.—Paul Black, president of the Piedmont Interservice Fair, has been re-elected president of the South Carolina Peach Growers' Association, a position he has held for the past 15 years.

TWENTY TO TESTIFY  
FOR CALIFORNIA FAIRS

SACRAMENTO, Calif.—More than 20 speakers will present testimony on behalf of California fairs when a legislative committee meets Tuesday (16), it was announced by Stuart B. Waite, president of Western Fairs Association, which will be holding its annual meeting.

The sessions, to be held in the State Capitol, by the joint legislative committee on the Allocation and Classification of State funds will outline problems confronting fairs within the State, which are supported through a 4 per cent levy against funds wagered at pari-mutuel race tracks.

In 1960, fairs will receive \$65,000 or less, based on need.

In previous years fairs received a flat \$65,000. The day's testimony will open the three-day WFA meeting with testimony to be presented to the committee on Tuesday (17) by officials of the Department of Finance, with a general WFA meeting set for Wednesday (18). Election of officers for WFA is set for the closing day.

## OCTOBER

Fair Dates  
Pose Problem  
For Mineola

NEW YORK—Mineola Fair will be forced to switch from its customary week next season due to altered periods for harness racing which were handed down last week. As a result the Mineola event, held at the big Roosevelt Raceway plant, will have to run in July or October.

The fair was last held in 1958 but a late race meet this year deprived it of the entire spread of weeks ranging from August through November. The 1960 race dates are March 21 thru May 21, plus August 1 thru September 28.

A meeting was slated last week-end to handle the problem. W. Alfred Valentine, fair association president, has been determined to be decided to hold a fair rather than keep it dormant for two consecutive years, but there was no determination of whether it would be held early or late. In 1958 the dates were September 6-14, the week which has become the custom.

Park Trade Show  
Booths Sold Out,  
Small Spots Open

CHICAGO—Trade show of the National Association of Amusement Parks, Pools and Beaches has sold out of principal booth spaces. Secretary John S. Bowman revealed. He said the show would be allocated and classified, but that for certain types and sizes of displays small locations could still be found. The show is to be at the Hotel Sherman here November 29-December 2.



## FAIR EXHIBITION MANAGEMENT

### WFA, Solons to Meet On California Legislation

SACRAMENTO, Calif.—The future of California fairs may be decided here November 16-17. At that time, delegates to the Western Fair Association's annual meeting will buckle with members of the new joint legislative committee on fair allocations and classifications. Also attending will be officials of the State department of finance.

The legislative committee, headed by Senator Edwin J. Regan, is made up of seven senators and seven assemblymen. It is a permanent group named to study and analyze fairs, make recommendations and report to the Legislature.

Fairs in California have operated for a number of years on a fixed \$65,000 annually. Next year, under terms of new legislation, fairs will receive only a total sum for which they can prove need but not to exceed \$65,000.

The bill also provides for an appropriation of \$2,500,000 a year for capital improvements and for education of fairs into three groups—regional, serving wide areas; sectional, serving a specific community, and special feature, in which a single feature, or emphasis, such as vinticulture at the Lodi Grape & Vine Festival, or equine events at the Santa Barbara National Horse Show. The classification will determine future needs for financing and capital improvements.

On the first day of the meeting, reports will be made by fair industry experts on such topics as livestock, junior groups, the all-pay gate, exhibits and concessions, exhibition design, natural resources, horse shows, racing and payment of premiums. The second day will be devoted to reports from representatives of the State department of finance on administration of the bill.

The WFA business session will be highlighted by an election of officers. Outgoing president is Stuart B. Waite, secretary-manager of the Yolo County Fair. Tulsa E. Scott, secretary-manager of the Plumas County Fair, is vice-president.

## Pa. Mutual Racing Advances To Floor of State Senate

HARRISBURG, Pa.—A giant step forward was made last week by legislation that would permit pari-mutuel harness racing at Pennsylvania's fairs (The Billboard, September 28). It was approved by the rules committee and then, on Monday (16) reported to the Senate floor for the first of three necessary readings. It then goes to the governor. The House has already passed it.

The measure would provide for local-option vote on pari-mutuels in the primary. It would throw completely new complexion on income possibilities of fairs in the State, whose fairmen have been four-square in support of it. Chief opponent is Sen. G. Robert Watkins, Delaware County horseman, aided by Sen. John Van Sant. Non-believers have been in the minority in the House, and fairs have baited the lures of pari-mutuels in adjoining States for this.

## Ralph Watkins Takes Reins at Arizona State

PHOENIX, Ariz.—Ralph A. Watkins Jr. was named executive secretary of the Arizona State Fair to succeed Gordon N. Goodman, 64, who died suddenly of heart attack during the fair which ended Wednesday (11).

Watkins was named as Goodman's assistant in 1956 by former Governor Ernest McFarland. Goodman's term was to have expired January 2.

Goodman was born in St. David, Ariz., and lived in nearby Mesa, where he operated a pharmacy for years. He was mayor of Mesa for 18 years.

## New Hampshire Fairs Lose 96G on 1958 Runs

CONCORD, N. H.—According to an annual audit completed by the State Tax Commission, New Hampshire's 12 agricultural fairs had a net operating loss of \$96,750 last year, which was more than offset by State subsidies totaling \$130,000.

The 1958 revenue was reported by the fairs as \$269,130, which was \$49,400 less than 1957. Operating expenses totaled \$316,480, or \$28,780 less than 1957.

It was explained that the 1958 deficit of \$96,750 was \$20,620 greater than 1957 because rain washed out many of the activities. The State also revealed that the fairs took in a record \$18,000 from admission fees last year which represented a slump of \$33,240 from 1957.

All 12 fairs showed operating losses as follows: Rochester, \$23,837; State Fair at Plymouth, \$21,675; Lancaster, \$17,280; Sandwich, \$10,649; Belknap 4-H Fair, \$8,377; Cheshire at Keene, \$8,048; Deerfield, \$7,280; Contoocook at Hopkinton, \$4,017; New Haven, \$1,660; Atkinson, \$1,522; Concord, \$405, and New Boston, \$348.

REGINA, Sask.—Plans are under way here to develop a museum centered on the early history of Saskatchewan and the Regina Exhibition Association has offered 6,000 square feet of display and storage space in the grandstand, with no rent to be charged during the first three years.

Active in the project are T. H. McCleod, manager of the Regina Exhibition, and Gordon B. Grant, a past president. Grant and D. A. R. McCleod, an exhibition director, have been appointed to the 11-member board of citizens which will promote the museum idea.

## Chippewa falls Appoints Davis Fair Manager

CHIPPEWA FALLS, Wis.—Ralph W. Davis has been named secretary-manager of the Northern Wisconsin District Fair held here recently.

Davis, who now makes his home here, is a veteran judge and commentator of fair harness races in both the United States and Canada. During his many years in this business he has worked fairs in Iowa, Manitoba, Saskatchewan, Wisconsin, Minnesota and both the Dakotas at both the State and county fair levels.

Davis said that the fair board is contemplating the expansion of the 1960 fair to eight days, opening on a Sunday and running through the following Sunday. Definite plans are being made, to be added, to expand the use of the fairgrounds here through the year.

He also disclosed that the fair will probably sign its attractions at the Chicago outdoor meetings.

## WINTER FAIRS

**Florida**  
Barter-Poli County Youth Show. March 12-15.  
DeLand-Yolanda County Fair. Jan. 15-19.  
Lakeland-DeLand County Fair & Flower Show. March 12-15.  
Punta Springs-Broward River Fair & Show. March 12-15.  
Jacksonville-Greater Jacksonville Fair & Show. March 12-15.  
Fort Lauderdale-Fort Lauderdale Fair & Show. March 12-15.  
Maitland-Orange County Fair & Show. March 12-15.  
Melbourne-Florida Livestock Show & Fair. Feb. 28-March 3.  
Miami-Southeast Florida & Dade County Fair. March 12-15.  
Orlando-Central Florida Fair. Feb. 27-29.  
Palm Beach-Palm Beach County Fair. Jan. 26-29.  
Plant City-Plant City Strawberry Festival. Jan. 26-29.  
Quincy-West Florida Pot Cattle Show & Fair. Jan. 26-29.  
Sarasota-Sarasota County Fair. March 12-15.  
Sebring - Highland County Fair. Jan. 26-29.  
Tampa-Tampa State Fair. Feb. 21-23.  
West Palm Beach-Palm Beach County Fair. Jan. 26-29.  
Winter Haven-Florida Kissimmee Jan. 12-15.

## Columbus Mayor Is Veteran Of Fair Routes

COLUMBUS, O.—W. Ralston Westlake, newly elected mayor of this city, has outdoor show business connections. His father, the late Milton W. Westlake, formerly sold Westlake band-cranked ruby glassware at many fairs in Ohio and other Midwestern States, traveling by horse and buggy during his early days in that business.

When the elder Westlake was elected county commissioner, his son, then 15, took over operation of the glass business, expanded it and broadened his route. In recent years the new mayor has confined operations to a smaller scope but still does his own engraving. The Westlake product has been sold in the Ohio State Fair here since 1892.

## Gregon Spa Is Purchased

REGGON, Mont.—The Gregon Hot Springs resort has been purchased from Mrs. George Forsythe by Treasure State Industries, a new player in the year-round recreation center with an investment of nearly \$500,000. The purchase includes 167 acres, a hotel, two swimming pools, resi-

## Saskatoon Expects Record 59 Percent Surplus

SASKATOON, Sask.—An all-time high operating surplus of \$131,469 for the year ending September 30 has been reported by the Saskatoon Industrial Exhibition, Ltd.

Capital expenditures for the year totalled \$226,913, mainly for the erection of a new Administration Building.

Total revenue was \$408,215, with the following included: Exhibition admissions and autos, \$64,893; grandstand, \$72,047; racing, \$71,500; concessions and midway, \$101,425; grants and entry fees, \$35,118; rentals, \$22,044.

Expenditures of \$276,745 in connection with the exhibition and tour the year included: Prizes, judges' fees and special expenses, \$89,274; racing purses and entry fee, \$69,483; grandstand attractions and baseball, \$26,473; poultry, fat stock, horse and swine shows, \$21,614; administration, including salaries, \$46,998.

Total assets of the exhibition in-

creased \$230,227 during the year to \$2,069,000. The operating surplus of the fair's buildings and equipment was listed at \$1,281,589 and investment reserves at \$463,799. "Two of the three race horse barns destroyed" by fire this summer are being rebuilt for a tendered price of \$45,210.

The loss of a pair of sheep and swine barn has been considered, but no action will be taken until estimates of costs have been studied.

A 450-foot water line and a 150-foot sewer line will be installed to provide better fire protection on the east side of the fairgrounds. Cost will be about \$3,500.

The stadium on the grounds, occupied by the Canadian Army since 1935, is expected to be turned back to the exhibitor company by February. The exhibition is prepared to accept a cash settlement of \$27,046. The stadium cost to restore the building to its previous condition.

## FAIR MEETINGS

Central New York Association of Agricultural Societies, Hotel Syracuse, November 21. Robert S. Turner, Horseheads, N. Y., secretary.

Canadian Association of Exhibitions, Lord Simcoe Hotel, Toronto, November 24-26. Emery Boucher, Exposition Park, Quebec, Que., secretary.

International Association of Fairs and Expositions, Hotel Sherman, Chicago, November 30-December 1. J. H. Kingman, 377 Arbor Road, Winston-Salem, N. C., secretary.

West Virginia Association of Fairs, Tysart Hotel, Elkins, Jan. 1-3. Everett E. Hether, P. O. Box 589, Huntington, secretary.

Indiana Association of County and District Fairs, Severin Hotel, Indianapolis, January 5-5. Robert L. Barnett, Muncie, Ind., secretary.

Minnesota Federation of County Fairs, St. Paul Hotel, St. Paul, Jan. 1-3. Hubert Ransom, St. James, secretary.

Georgia Association of Agricultural Fairs, Dinkler-Plaza Hotel, Atlanta, January 11-13. Everett E. Erhan, Sanford, secretary.

Kansas Fair's Association, Jayhawk Hotel, Topeka, January 11-13. Everett E. Erhan, Sanford, secretary.

Wisconsin Association of Fairs, Hotel Schroeder, Milwaukee, January 13-15. Win. J. Win. 3151st East Mill Street, Plymouth, secretary.

Missouri Association of Fairs, Gateway Hotel, Jefferson City, January 14-15. Victor M. Gray, Box 630, Jefferson City, secretary.

North Carolina Association of Agricultural Fairs, Hotel Washington 13-15. Corbin Green, Hickory, secretary.

Canada Association of Exhibitions, Besborough Hotel, Saskatoon, Sask., January 15-17. Mrs. Letta Walsh, P. O. Box 10, Saskatoon, Sask., secretary.

South Dakota Fair & Exposition Association, St. Charles Hotel, Pierre, January 17-18. Ray Urrah, Hurley, secretary.

Michigan Association of Fairs

and Exhibitions, Pick-Fort Shelby Hotel, Detroit, January 17-19. Harry B. Kelley, Hillsdale, secretary.

Association of Alabama Fairs, Hotel St. Charles, Montgomery, January 19-19. C. W. Summers, Box 972, Jasper, secretary.

Massachusetts Agricultural Fairs' Association, Wendell - Sherwood Hotel, Boston, January 19-19. Paul Carson, Topsfield, secretary.

Pennsylvania State Association of County Fairs, Penn Harris Hotel, Harrisburg, January 21-21. William Arthur Morris, 2924 North Fifth Street Highway, Reading, secretary.

Kentucky Association of Fairs & Horse Shows, Kentucky Hotel, Louisville, January 21-22. L. Doc Cassidy, Box 73, Shelby Station, Louisville, Ky., secretary.

North Dakota Association of Fairs, Hotel Graver, Fargo, January 21-22. A. D. Scott, Box 68, Fargo, secretary.

Maine Association of Agricultural Fairs, Eastland Hotel, Portland, January 22-23. Roy E. Symons, Skowhegan, secretary.

Illinois Association of Agricultural Fairs, New Nichols Hotel, Springfield, January 24-26. Clifford C. Hunter, Taylorville, secretary.

Rocky Mountain Association of Fairs, Rainbow Hotel, Great Falls, Mont., January 24-26. Clifford D. Coover, Shelby, secretary.

Nebbraska Association of Fair Managers, Hotel Cornhusker, Lincoln, January 24-26. H. C. McClellan, Arlington, secretary.

New York State Association of Agricultural Fair Societies, Sheraton-Ten Eyck Hotel, Albany, January 25-26. Charles A. Carey, Poughkeepsie, secretary.

Texas Association of Fair Markets, State Office Building, Albany, secretary.

Tennessee Association of Agricultural Fairs, Hildebrecht Hotel, Trenton, January 27. William T. Lynn, 1 West State Street, Trenton, secretary.

Tennessee Association of Fairs, Noel & Maxwell House, Nashville, January 28-28. Mrs. Malinda Granberry, Box 308, Mid-South Fair, Memphis, secretary.

Texas Association of Fairs and Expositions, Baker Hotel, Dallas, February 4-6. Bob Murdoch, Coast Texas Fair, 102 East Locust Street, Tyler, secretary-treasurer.

Arkansas Fair Managers' Association, Lafayette Hotel, Little Rock, February 8-9. Clyde E. Byrd, Arkansas Livestock Exposition, Little Rock, secretary.









## Andrick Selected By Festival Mgrs.

NEW YORK — Discussion of mutual problems and presentation of talks was up most of the program for the fourth annual convention of the International Festivals Association. Reynolds Andrick, executive secretary of the Fiesta San Jacinto, San Antonio, Texas, was named president, succeeding Joe Mickler of Tampa.

The 1960 convention will be held in Tampa in a time to be announced. Invitation was extended by Mickler, executive officer of the Gasparilla Pirate Invasion.

Twenty of the 50 member events were represented at the convention, held October 28-30, in the Hotel Manhattan. John Hammond, vice-president of the Newport (R. I.) Jazz Festival, spoke about how to incorporate a jazz promotion into a festival program. John B. McNulty, travel sales manager of American Express, talked about

arranging tours. Delegates also heard from Wilbur Matthews, concert arts manager.

Elected along with Andrick were Walter Van Camp, executive director of the Seattle (Wash.) Seafair, vice-president; and Charles Gillette of the New York Convention and Visitors Bureau, secretary-treasurer. This post was created as was a corresponding secretary's post, in place of the executive secretary, function performed since the organization's inception by Robert Meyer Jr. Correspondence will be handled hereafter out of the office of John Giesler at the St. Paul (Minn.) Winter Carnival, and St. Paul will be the IFA mailing address after January 1.

Meyer was elected to honorary life membership on the board of directors.

## Here \$10,000,000 Auditorium Plan At Minneapolis

MINNEAPOLIS—Plans for expansion of the Minneapolis Auditorium facilities will contain a program for financing its increased cost of maintenance and operation, the local citizens' Auditorium Committee was told by Robert W. Fischer, chairman of the Development Committee of the Minneapolis Downtown Council, last week.

A new proposal for Auditorium expansion was outlined by Dale McEnary, Stowell Leach and Austin Lange, architects.

Cost of the expansion, including a two-level underground parking area to take care of 2,400 cars, was estimated at \$10,000,000. The expansion would consist of an exhibition hall containing 100,000 square feet, a 3,400-seat theater

CHICAGO—Plans for the Chicago Sportsmen's Vacation and Trailer Show at the International Amphitheater here February 26-March 6, are taking shape, according to Thomas E. Duranti, producer. This will be the third produced here by Duranti and Show Management, Inc.

Represented in advance reservations for the travel section are 33 States and three provinces, and the show lays claim to being the nation's largest travel show. Trailer, boat and fishing tackle sections also are shaping up as outstanding units in the show, he said.

Held over from last year's show will be a trout fishing derby sponsored by The Sun-Times, full-sized Brunswick bowling alleys presented by sports and bowling chains, casting ponds, and golf driving ranges and clinics under supervision of golf pros. Stage and water show will be produced. The show has offices in the Roakoke Building, Chicago.

## Indoor Tennis

MINNEAPOLIS—The first indoor tennis club in the history of the Twin Cities opened yesterday (15) at the Pauline Avenue in suburban St. Louis Park. Three courts are available for play daily from noon to 5:30 p.m. Mondays through Fridays and 9 a.m. to 5 p.m. Saturdays and Sundays. Professional instruction is being provided by Frank Voigt, with special hours for women's play.

and a corridor building to house meeting rooms.

Pending before the Minneapolis City Council Committee on Public Grounds and Buildings is a separate proposal from the auditorium co-managers that the city proceed with construction of an east wing to be used as a theater.

A five-year extension of the concession lease held by Joseph Keiber at the Minneapolis Auditorium was recommended by the Minneapolis City Council Committee on Public Grounds and Buildings. The committee was told that the auditorium receives 15 per cent of the concession revenue, which nets the city up to \$25,000 a year.

## ARENA AUDITORIUM NEWSLETTER

### Remodeling Nearly Done

By TOM PARKINSON

REMODELING of the Municipal Auditorium at Atlanta is virtually complete, reports Diana H. Niebrugge, and the tiring has been rather light. A survey confirmed the need for a new roof, new wiring and lights and new ceiling. That was in mid-1958. The 1959 budget included money for this. In May the bids were opened. Work was started July 27 with the stipulation that all of the lighting be completed by October 2. The contractor made the time schedule; the building was cleaned on October 1 and there was a turnover crowd for a wrestling match on October 2. Work by the contractor had included replacement of the old roof with a new type. The old ceiling tile was removed, a new contour established, and a new ceiling of mineral wool applied with a spray gun. Niebrugge says the ceiling is two and a half inches thick and "acoustically as near perfect as possible." The new lights are installed on a house dimmer that permits use of anything from dark to 100 foot-candles. There are special lights for flat-floor shows and wrestling. More lighting work is still under way. Meanwhile the building is back in action with such events as the Coca-Cola bottlers' convention, Southern Medical Association, Ballet Russe, Gina Bachauer and plenty of other events yet this year.

As refurbishing of the Mayo Civic Auditorium, Rochester, Minn., nears completion, Manager Cal Smith looks forward to a busy season of events. Among them will be the Lucerne Festival of Strings, the Vronsky and Babik piano duo, the Mata and Harl dance team, Metropolitan Opera baritone George London, three concerts by the Minneapolis Symphony, Ray McKinley and the Glen Miller Orchestra, "Most Happy Fella," Liberator and his concert orchestra, Don Cosack Chorus, Richard Leibert's organ recital, and events of such local organizations as the Rochester Symphony Orchestra and Chorus, Rochester Figure Skating Club, and the Rochester Music Association. Smith is making plans already for an eight-week summer ice skating season starting in June.

Schedule of Miami Beach Convention Hall and Auditorium points up the contrasting events which are accommodated in the building. Tantalously in this and similarly large all-purpose facilities. Take the period of January 22-31. The Ringling-Barnum circus will be in the Convention Hall then and contrasting with it in the Auditorium will be the Bette Davis-Gary Cooper drama "The Fighting Word of Carl Sandburg"; the Opera Guild's production of "La Gioconda," and the opening of "My Fair Lady." "My Fair Lady" contrasts not only with Ringling but also with wrestling, boxing, the Harlem Globetrotters and more. It all adds up to plenty of action as well as contrast and variety.

## New Manager at San Diego; Portland, Ore., Progressing

NEWLY APPOINTED as manager of the San Diego (Calif.) Arena is Gerard A. Dougherty. He has been in show business 18 years as a manager and promoter. He has been in the arena business since 1945. Events on the Arena schedule include boxing, dances, sales, concerts, sports, parties and meetings. . . . Manager at the Willington Arena, Westview, B. C., is M. D. Taylor. . . . Don Jewell advises from Portland, Ore. That the new Memorial Coliseum is on schedule for construction. The roof is nearly completed. Contracts have been let for seats, spotlights and basketball floor. Bids have been asked on ice resurfacer, turnstiles, fences, portable stage, hockey dashers and boxing ring. First formal contract for use of the building has been given to professional hockey. Portland Hockey Club will start in late 1960.

## Lubbock Votes Construction: City Buys Miami Stadium

LUBBOCK, TEX. VOTERS gave their okay to a bond issue of \$700,000 for construction of a football stadium. . . . The city of Miami has purchased Miami Stadium and now operates it. George F. Stebbins is stadium superintendent. The stadium has been used for the Frankie Avalon show, Roller Derby, major league exhibition baseball, and Miami Martin bachelors and bachelorettes. The 43rd International Flower Show will be March 5-12 at the New York Coliseum. . . . Shortcomings in the acoustics of the new Los Angeles Sports Arena is getting attention. The architect and others are studying the problem, and \$11,500 has been contracted to install acoustical tile. . . . Thanksgiving Day will see the opening of Louisville's second Rod, Custom and Sports Show at the Kentucky Fair and Exposition Center, with Bill Lipkey and Nord Krauskopf as producers. Show moves to Fort Wayne (Ind.) Allen County War Memorial Coliseum December 11-13.

## Skate Tile May Be Leased; Sound Panels in New Grid

AS THE IDEA OF LEASING becomes more prevalent in business, and it ranges from autos to whole factories, one of the leasing firms is set up to rent Mitchell Rubberlock, ice blade resistant surfacing material. M. M. Levitt, of Mitchell's sports and recreation division, announces. He also is suggesting that in new construction a half-inch recessed be made in the concrete floor where the skating floor is to go. Then the flooring can be flush with the rest of the surface. . . . The Foster Junior High School Gymnasium at Seattle has an unusual installation for acoustical control. Glass fiber insulation blankets by Gustin-Baker Insulation Company are used in long strips. One set is suspended just below the translucent roof panels of the building. Another set, perpendicular to the first, is hung just below it. This grid pattern is said to control the sound problem and permit the natural light to come thru as well.

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## THE FINAL CURTAIN

**ANSHER—Margaret**, 59, wife of Sam Ansher, concessionaire, November 3 in Mountair, N. H., while en route to Los Angeles. She was a member of several showmen's clubs and a member of the Eastern Star. Burial November 7 in Showmen's Rest, Memorial Park, Kansas City, Mo.

**BURRIDGE—Frank**, 31, carnival worker known as Cucumbe Johanne, November 1 in Mountair, Ga., from a knife wound. Survivors include two children, a brother, Robert, and four sisters. Burial was in Camden, Me.

**DAVIS—Frank H.**, 68, former operator of back-end shows and more recently promoter of lodge dances, at Chicago Friday (November 13) after a long illness. He was a show talker at 17 and was with Con T. Kennedy, James Patterson, C. A. Wortham, Rubin & Cherry and the Broadway carnivals. He also had been with Sangers Great European Circus and the Al G. Barnes Circus. At one time he was in the Chicago office of the Western Vaudeville Association. Burial will be in Chicago Monday (November 16).

**EINER—Joseph J.**, 53, float committee chairman for the 1959 Travellers' Day parade, held in conjunction with the Regina (Sask.) Exhibition, in Regina, Sask., November 3. Survived by his widow, a daughter, two sons, five brothers and a sister.

**GERST, William F. Jr.**, 53, former manager of Hunt's Pier, Wildwood, N. J., and the

one-time general manager of Hunt's Theaters, October 30 in Philadelphia. A commercial artist in recent years, he also was a minor league baseball player. His mother, Mrs. Minnie L. Gerst, survives. Burial in Philadelphia.

**McCONNELL—Chester**, 47, veteran showman who put in the past season with the Drago Shows, September 29 in Tampa. Survived by his mother, Marie McConnell. Burial in Rose Hill Cemetery, Tampa.

**PURNELL, Dennis**, 47, November 7 in Detroit, apparently from a heart attack. He was on the staff of the City Zoo at Belle Isle Park, and died on duty. His widow survives.

**RODENBURG—D. H. (Whitey)**, 71, former circus elephant handler, advance man and ticket taker, November 7 of cancer in Tulsa, Okla., hospital. Retired since 1945, Rodenburg once handled Black Diamond, the noted ticket elephant. He had traveled with the old Buffalo Bill Wild West Show and many other circuses. Survived by a son, Richard Houston, and a brother, Herman, Santa Monica, Calif. Rodenburg requested that his body be given to the University of Oklahoma Medical School.

**SHUSTER—Joseph**, 79, brother of Milton Shuster,

## ROLLER RUMBLINGS

By AL SCHNEIDER

PREDICTIONS that a record number of rink operators would be in attendance were made by spokesmen of the Roller Skating Contest-Association of America as the combination roller-skating queen contest-association seminar program for operators got under way at the Balmoral Hotel, Miami Beach, Fla., Sunday (15). A heavy publicity campaign well in advance of the twin affairs, which ended Wednesday (18), was expected to make the gatherings the largest since the RSFA assumed contest leadership.

A jackpot of prizes awaits the girl who is crowned queen, but officials, well aware of the publicity value of such an event and the importance of maintaining good will in the broad segment of girls entering the contest, have arranged for an array of prizes for runners-up as well as all girls entering the competition. To the winner goes a 1960 MG sports car, donated by the Pepsi-Cola Company; a Pepsi-Cola gold cup, a pair of Chicago gold medalist skates and an all-expense trip to New York for the Macy Thanksgiving Day parade.

To the runner-up goes a cup donated by Chicago Roller Skate Company, a one-karat diamond ring, Chicago gold medalist skates and a transistor radio. The girl finishing third will be awarded the Balmoral cup, a diamond watch, Chicago skates and radio. All other girls will receive skates, a gold skate charm, skating costume, slippers, cosmetic case, skate case, costume jewelry, cigarette lighter and skating tights. There also will be contests for the girls in "talent," "best in evening gown" and "best in skating costume" categories. The talent winner will be awarded skates, a silver Pepsi-Cola cup and an evening gown. Winner of the "best in evening gown" competition will be awarded skates, the Lence cup and an evening gown, while top girl in the "skating costume" division will receive a \$100 skating costume by Russ-Bo, the Russ-Bo cup and Chicago skates.

Not to be outdone, operators, too, will cut in on the prize wagon. A drawing will be conducted for five transistor radios to be awarded operators attending the seminars.

Numerous experts in varied fields

will be in attendance. The veteran Chicago booker of exotics, November 8 in Cincinnati. The deceased was in the mercantile business. His brother is the only survivor.

**STEPHEN—Carl**, 58, midjet clown with Ringling Bros. and Barnum & Bailey Circus, November 8 at Little Rock. He was undergoing an appendectomy operation at the time of death. Burial at Sarasota, Fla.

**STOREY—Stanley E.**, 71, an architect, November 5 in Regina, Sask. Some of the buildings he designed included the Grain Show building, Exhibition Auditorium, the Stadium and the grandstand, all on the Regina Exhibition grounds. Survived by widow, a brother and two sisters.

**THALHOEFER—Fred A.**, 80, former billposter for circuses, November 5 at Sandusky, O. In recent years he had been doorman at the State and Plaza theaters at Sandusky. Survivors include his widow, Emma, and nieces and nephews. Burial was at Sandusky.

**TINSLEY—Henry R.**, 64, brother of Johnny T. Tinsley, owner of the Johnny T. Tinsley Shows, November 2 in Evansville, Ind. Also surviving are his widow, Grace, and a sister, Mary. Services November 4 with burial in Oak Hill Cemetery, Evansville.

**WHITMAN—Smith (Little Bit)**, brother of Hank Whitman, who for many years toured with the

(Continued on page 62)

will speak at the seminars. Tom Slater, former TV sports commentator and now an advertising executive, will discuss roller skating's opportunities to promote it.

(Continued on page 62)

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## Carnival Routes

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Coney Island: Kaplan, La.  
Deggeler Show of Shows: Smyrna, Ga.  
Deggeler Funland: Birmingham, Ala.  
Greater Kastle: Noble Hammock; Hot Springs, N. M., 18-22.  
Louisiana Home State: New Iberia, La., 23-29.  
Page Combined: "Blackey Jones; (Fair) Mulberry, Fla.  
Palmetto Expo: "Milton McNeace; (Fair) Georgetown, S. C.  
Texas Funland: Spur, Tex., 16-22; Rotan 23-30.  
Turner, Scott, Rides: (Edgewater & Rugby) Orlando, Fla., 16-Jan. 2, 1960.

## Circus Routes

Atayde Bros.: Cuernavaca, Mor., Mex., 16-17; Zumpango, Gro., 18; Acapulco 18-24; Tiers Colorado 25; Chilpancingo 26-27; Yaguila, Gro., 28-30.  
Davenport, Orrin: Kansas City, Mo., 17-22.  
King Bros.: "Eva Hieckly: Lake City, Fla., 16; Shark 17; Galveston 18; St. Augustine 19; Sanford 20; Eustis 21; Palatka 23.  
Polack Bros.: (Aud.) Charleston, W. Va., 19-22.  
Ringling Bros. and Barnum & Bailey: Louisville, Ky., 19-22; Cleveland, O., 25-29.

## Ice Shows

Holiday on Ice of 1960: (Aud) Grand Rapids, Mich., 16-22; (Sports Arena) Toledo, O., 23-Dec. 1.  
Ice Capades, 19th Edition: (Ector Coliseum) Odessa, Tex., 16; (Coliseum) El Paso 17-22; (Aud) Albuquerque, N. M., 23-29.  
Ice Capades, 20th Edition: (Forum) Montreal, Que., 16-22; (War Memorial Aud) Syracuse, N. Y., 23-29.  
Ice Follies of 1960: Olympic Stadium Detroit, Mich., 16-22; (Sports Arena) Hershey, Pa., 24-Dec. 5.

## Arena Routes

Ballet Espanol: (Ritz) Los Angeles, Calif., 16-21; (High School Aud) Phoenix, Ariz., 23; (High School) Los Alamitos 25; (Municipal Aud) Juarez, Mex., 27; (Municipal Aud) San Antonio, Tex., 29; (Martin High School) Laredo 30; (Evans Aud) San Marcos Dec. 1.  
Benton, Brook, Rock & Roll Unit: (College Park Aud) Jackson, Miss., 16; (Blue Note Ballroom) Wichita, Kan., 17; (Rainbow Ballroom) Denver, Colo., 21; Omaha, Neb., 23; Topeka, Kan., 24; Davenport, Ia., 25; Kansas City, Mo., 26; St. Louis 27; Chicago, Ill., 28; Flint, Mich., 29; Detroit 30.  
New York Arena Festival: Davenport, Ia., 17; Charleston, Ill., 18; Lexington, Ky., 19; Columbus, O., 20; Louisville, Ky., 22; Asheville, N. C., 23; Gadsden, Ala., 24.  
Polish State Folk Ballet: (City Center) New York 16-22; (Forum) Montreal, Que., 24-25; (Maple Leaf Gardens) Toronto, Ont., 26; (The Forum) (Fennell Aud) Rochester, N. Y., 28; (Civic Opera House) Chicago, Ill., Dec. 1-6.

## Legitimate Shows

Dark at the Top of the Stairs: (Center) Norfolk, Va., 16-18; (American) Roanoke 19; (City Aud) (Continued on page 62)

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# COLLINS BOOKS TEN 1960 FAIRS

Major Part of Route Is Complete;  
'59 Fairs Produce 10-40% Increase

MINNEAPOLIS—The William T. Collins Show, with 10 fairs already booked for its 1960 season, is almost set so far as its route is concerned, William T. (Billy) Collins, owner, disclosed here at winter quarters last week.

Already in the file are contracts for the Nebraska State Fair, Lincoln; Oklahoma Free State Fair, Muskogee; Tulsa State Fair, Tulsa; North Dakota State Fair, Minot; Stutsman County Fair and North Dakota Dairy Show, Jamestown, N. D.; Red River Valley Fair, Fargo, N. D.; Steele County Fair, Owatonna, Minn.; Freeborn County Fair, Albert Lea, Minn.; Sioux Empire Fair, Sioux Falls, S. D., and the La Crosse (Wis.) Interstate Fair.

Collins said the '59 season yielded the show the best grosses since it has been on the road. Fairs, which started July 4 at Jamestown, N. D., and ended in Tulsa, were anywhere from 10 to 40 per cent ahead of '58 on date and show grosses.

In reviewing the season, Collins pointed out that the show didn't open until the second week in June, playing several still dates before hitting its fair season. A total of 18 major rides were carried, seven kid devices and 10 back-end shows. New this year were a Mad Mouse,

BATON ROUGE, La.—Manlou Enterprises, Inc., has been granted a charter by Secretary of State Wade Martin to operate amusement halls and bowling alleys.

## PRELL DEATH LEAVES TWO CLUB VOIDS

NEW YORK — The passing of Joe Prell leaves the two major show clubs in the East with a serious nomination situation this year, as he stood high on the list of officers in both the National and Miami showmen's associations. He was to be elevated to president in New York and second vice-president in Miami. In both cases, two new names must be chosen for vice-presidential positions.

Paratrooper, Twister, Helicopter and Skyfighter. The latter was owned for several years by Collins but was taken on the road this year for the first time.

Collins' mother is hospitalized here following a stroke and is undergoing treatment.

## NSA Talent Roll: Top Stage Names

Line-Up Prospects Good; Hershfield  
Set as Toastmaster; Table Sales Sear

NEW YORK — A guaranteed string of major entertainment names will be among the headliners performing at the annual National Showmen's Association banquet. The program, shaping up slowly but steadily, was discussed at the Wednesday (11) meeting.

Major order of business was the choosing of a nominating committee to suggest a slate of officers for 1960.

The seven-man group consists of Joe McKee, representing the board of trustees; Louis (Lulu) Wagner Reber, Charles Davenport, and Louis (Bunny) Elias, from the general membership, and Dave Brown, Frank Rappaport and Joe Sherman, from the governors.

Table sales indicated an early

sellout for the Monday (23) testimonial dinner for George Hamid, president emeritus, in the Hotel Park Sheraton. Fifty-plus tables had already been reserved for the big Hotel Commodore banquet.

Two Getting Gold Cards  
At McKee, president, presided over the meeting, at which it was announced that two gold life membership cards would be awarded. Leo Wilens, treasurer, will get one for bringing in 50 new members during the year, and Rappaport will be recognized for securing over 500 booster names for the yearly journal.

In addition to name talent several variety acts will entertain the banquet night. Harry Hershfield

(Continued on page 61)

## CARNIVAL CONFAB

BERNARD (BUCKY) ALLEN flew to Ottawa for the annual fair directors' banquet at the Chateau Laurier. He was accompanied by Jeff Harris. . . Heads of stores on World of Mirch this year included Lou Conforti, Ben Schully, Ben Viscusi, Louis D. Brink, George Baismann and James Leahy. Others in the concession department were Frankie Schillizzi, lieutenant for Allen, James Borders and Leroy Anderson, stock men, and assistants Eddie Eddy and Heavy. Cuffy Warbritton had five stands and Johnny Duff, four. . . The Strates' support for the New York club approximated \$4,000. . . Morris Brown, Ray Manning and Nate Cutler made Southern fairs. . . Table sales for the NSA banquet are excellent. One or more tables have been reserved by Oscar Buck, the Virginia Loo, and the Virginia Loo. . . Harry Alexander, GAC-Hamid, Reithoffer and Howard, Sam Glickman, Aaron Hynes, Sam Peterson, John (Duke) DeNoia, Frank Rappaport, Charley Rubenstein, Pat Razzano, Exhibition Employees Union, George Regan, Max Schiffer, Pat Martino, D. D. Sionnas, Bucky Allen, the Strates organization, Joe Sherman, and the Palisades Amusement Park group. . . Art Lewis will visit New York for the festive week, as will fair managers Norman Y. Chambliss, John Leahy and Robert Scarborough. . . Visiting New York's clubmen after long absences have been Jeff Harris, Milton Emerson, Emanuel Selby, Vince Anderson and Charles Zucker. Eddie Elkins has beaten a bout with the flu and is back at work with the exhibition workers. . . Jules and Edna Laursen have finished another successful tour with their pitch-kill-wins.

Personnel on the George Clyde Smith Shows have dispersed with the end of the tour, and the showmen of Marion MacWethy's bingo, took off for Sarasota, Fla., as did Mr. and Mrs. Robert Courtwright. Ralph and June Getz took their cookhouse to Henderson, N. C., with Penn Premier Shows. . . Also leaving Smith's were E. E. Swain and Mr. and Mrs. Charles Fagin, to Columbia, S. C.; Jeff Prodnicki, to Cleveland, O. . . Other departures and destinations were the Jack Barstows, Cecil Swain and Joe Rocas, Tampa; Peggy Ewell and Albert Buchanan, Columbia, S. C.; and then to West Haven, Conn. . . Boston, N. C.; Ray Arrett and wife and the Carrolls, Florida; Bill Hartman, Kittingale, Pa.; Higgins Finley, Elmira, N. Y.; Cliff Best and Mr. and Mrs. Clifford Leonard, Dunbar, Pa.; Larry Johnson, Pa.; Eddie Ryan, Chicago, Ill.; and the Pette, Perry, Howard, Tex. and Curley Edmonds and Frank A. Norton, all to Cumberland, Md., where Norton will be looking after the winter quarters. . . During the off-season Paul La Crosse, his wife and daughter, will be touring the country, throwing act. The Continental Shows agent represents C-45, Roger 22 and CIL Canadian amusement in winter dates, but will be making the usual Northern fair meetings. . . Booker Brown's off-season peddling is at the hands of the showmen. Artists Bill Smith has painted Ward as Thomas Alva Edison for General Electric calendars, and as a judge in a Saturday Evening Post story illustration. . . Harry (Carp) Murphy Theater, passed away on Thursday, October 29, Burial was in Shawnee's Pleasant Miami.

Irwin Kirby

Royal American Shows was greeted with front-page publicity when it arrived back at its Tampa winter base. A photo on page 1 of The Tribune showed Mr. and Mrs. C. J. Westaway Jr., and their daughter, Dorra, leaving the train. The headline atop the pic read: "Colorful Winter Residents—Tampa's Show People Back Home After Fine Season of Big Crowds on Road." . . Mr. and Mrs. Al Kaufman and Louie Leonard are back in Chicago after taking the bus in Hot Springs. While there they ran across Mr. and Mrs. Lefty Ohren, Mr. and Mrs. Norman Schlossberg, Max Goodman, Mr. and Mrs. Max Tuhis and Lena Schlossberg. The latter celebrated her birthday at the spa. . . G. G. (Spaul) Leggett, veteran eat and drink concessionaire, lost equipment valued at \$2,000 in a fire in Regina, Sask. The gear was stored in an airport hangar which was destroyed in the blaze.

Charlie Byrnes

Everett Winrod, owner of Monarch Exposition Shows, visited St. Louis recently en route to his large, Fla. home after making sectional fair meetings in Illinois. After a couple of weeks' rest in the sunny climate, he'll head for the Chicago doings. . . Earl D. Backer, general agent for Blue Grass Shows, was also a visitor to the foundry en route south for hookings. He and Mrs. C. C. (Specks) Groscurth, Blue Grass owners, will be in Chicago. . . Lou Dufour is back in the St. Louis home after an Eastern trip during which he booked back-end shows at several parks. Dufour will attend the club and fair meetings in Toronto and then head for Windy City conventions. . . Fred O'Neil is back home in St. Paul after a good run with concessions at the Sheporeville Fair. This year he bad joints at a St. Paul park,

the Minnesota State Fair and other Midwest events.

Frank Joerling

PHOENIX PATTER: Tom Hughes closed at the Arizona State Fair here Wednesday (11) with his crime car with Charles C. Hale in charge. Hughes was on the independent show. He has shown here three times within the last nine years and this time was his first since 1957, when he was on the Siebrand midway. . . R. L. Davidson showed "Poor Darling," a Chinese crested terrier. Last year he had Cimarron, the bull. He will winter in Scottsdale, Ariz., and play winter fairs in California. . . Harold Harper, who handled public relations and chaired the visiting dignitaries around the fair, will attend the outdoor conventions in Chicago. . . Chuck Walsh was on the Siebrand lot. He plans to winter in Los Angeles with time around the Pacific Coast Showmen's Association. . . Duane and Irene Baker visited friends on the Siebrand show. He is now in the trailer repair service in Phoenix. . . Leo Smith will be back in Long Beach, Calif., after being on the road with the Glass House and snake exhibits owned by Blash & Hilgoss. Smith had the attractions back East and then jumped here from Dallas. . . J. B. (Red) Dauter, Fair Time Shows, Inc., concession manager, bid one stand on the carnival midway. . . Margaret Farmer had three stands. One was operated by Leona Cook and another by Wayne Nevitt, who has been with Mrs. Farmer for nine years. . . Hunter Farmer said he was only an assistant. . . Sam and Mickey Exler returned to the carnival business at the State Fair with a new pastrami stand.

Joe and Peggy Steinberg have a new 50-foot house trailer. . . Joe and Adell Agnew visited the novelty stands on the midway. . . (War-

(Continued on page 61)

# FORMS FOR THE BIG 1959 OUTDOOR CONVENTION SPECIAL Dated Nov. 23 Will Go to Press WEDNESDAY NOV. 18

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## 'LOFI' PLAYERS LOSE

Last Out, First In  
Wrong '59 Choice

By IRWIN KIRBY

NEW YORK — Indications are that Eastern showmen may have played its last round of LOFI (Last Out, First In) for a while. Weather was an unwelcome participant in this year's game, and as usual, it was an opponent impossible to outguess.

April openings got back thru the generations on the theories that idle equipment is idle earning power,

and a busy worker is a contented one. In application most operators consider that competent help cannot be convinced to await a late debut of the carnival season, when there is employment to be obtained elsewhere.

Carnival owners and concessionaires who indulge in LOFI are those unwilling to tuck springtime rain and mud. They wait until May before venturing out on the road. In extreme cases there are delays until the very end of that month. This works out just dandy when their compatriots who show in April get drenched and bogged down, but when the atmosphere is warm and bright it becomes doubtful who has the last laugh.

The rainy wind-up to 1959's season has produced a trifle of showmen who will become more unsettled as the winter progresses. Their attitude toward the business next February, will be roughly analogous to that of contemplating a bank at 6 a.m.: A little bit early perhaps, but maybe the door's unblocked.

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This Jester Breakfast will be an outstanding event and the first time in the history of the Outdoor Conventions in Chicago that such a gathering is called together.

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Remember, Jesters—MIRTH IS KING

## WILL TOUR

Punk Hill  
Named to  
Fair Board

CORPUS CHRISTI, Tex.—H. P. (Punk) Hill, owner of Hill's Great Show, has been elected a member of board of the Eastern New Mexico Fair at Roswell. Hill has been named entertainment chairman for the fair which will have its attractions at the Chicago outdoor meetings.

He will also represent his own show at the Windy City conclave after keeping it off the road for two years. During the '58 season the show operated as an amusement park in Colorado Springs, Colo., while during the past summer it had a similar operation here in Corpus Christi.

Route for '60 will include dates in Colorado, North and South Dakota, Arizona and Texas.

Montreal Club  
Raises \$3,100

## At Jamboree

MONTREAL — The Canadian Showmen Association raised a total of \$3,100 at a jamboree held during the Quebec City fair, Alex Zaen, president of the organization, announced. Half of the proceeds will go to the Montreal club with the balance to be divided between the Showmen's League of America and the Miami Showmen's Association, he said.

Show was held in the top of the French Casino with personnel from the rock and roll show and the C-sino providing the entertainment. John Campi, assisted by Zaen, conducted the jamboree. Assisting were Jules Racine, Jerry Bond, William Bonder, J. P. (Jimmy) Sullivan, Michael Aube, Sidney Shore, Skipper (Red) Morgan, J. Mattioli, Kelly Zaen, Kid Genesh, Alex Rouillard, Jimmy Bissonnette, Emile Chaput, Jacques Chaput, Mike Sobol, Miss Campi, Gammon, Pit Miller, Jan Miller, Y. Monette, Johnny the Hunkey, Harry Ross, Wallace the Coach, Deagan the Machine and Noi Ducharme.

The club's annual banquet is set for November 10 in the Queen Elizabeth Hotel here in Montreal.

Miami Charts  
Fetes; Weiss  
Back at Post

MIAMI — First details for the annual Miami Showmen's Association banquets were worked out last week when dates were set and committee appointments made. Marty Weiss, executive secretary, returned to work from Hot Springs on Monday (9) able to make progress on crutches rather than in a wheelchair. He expressed gratitude for the help extended by the Hot Springs and Miami showmen.

Art Lewis is chairman of the president's party, December 22, and annual banquet, January 4. Both will be held in the Pompeii Room of the Eden Roc Hotel at Miami Beach, and will be entertained by the regular night club show. Co-chairman is Joe Ross and other committee men are Dr. Bistany, Sydney Daniels and A. R. White-side.

Prell's Ink Petersburg  
As 10 Shows Seek Date

PETERSBURG, Va. — Prell's Broadway Shows was unanimously approved as 1960 midway occupant for the Southside Virginia Fair last week. Directors held their meeting Wednesday night, entertaining proposals from a record number of carnivals.

Ten organizations expressed interest in the date, according to gen-

eral manager Stanley Hutcherson. Included were the three Eastern railroad shows, but date conflicts interfered in each case. Among other shows seeking the fair were Prell's, Amusements of America, Marks, Thomas Joyland, Endy, O. C. Buck and Penn Prestner.

This will be Prell's initial visit at the fair, which was played last season by the Ross Manning Show. Hutcherson said there is no drastic change in the basic contract. In addition to representing a respectable midway gross, Petersburg serves as convenient jump-breaker for midways heading into Southern territory. The 1960 dates will be October 3-8, the week after the State Fair in Richmond.

Mickey Stark  
Reports Best  
Season Yet

MOUNT STERLING, Ill. — Mickey Stark, owner-manager of Gold Bond Shows, took a couple of minutes off from supervising work in winter quarters here last week to reflect on the past season.

The '59 trek, the 14th for Gold Bond, showed a slight increase over the gross racked up in '58, with the best season until this year.

With the season over since the week after Labor Day, Mickey and Mrs. Stark have been busy planning for next year. They have placed an order for a new Scream-which is scheduled for delivery in May of 1960. This will mean a total of 16 off-wooden rides. The past season the fun zone also had five shows and between 30 and 40 concessions. All equipment was over the road on 25 tractors and trucks.

Considerable work for next year is already done as the Starks have a five-man crew painting and repairing. The Starks will attend the Chicago meetings as well as State meetings at Milwaukee and Springfield, Ill. Following the conventions, the two will fly in their own airplane to Tampa for a vacation. The Starks used on such trips and also to advertise and promote fairs and celebrations played by Gold Bond.

Byers Pacts  
Great Jones  
County Fair

OVERTON, Tex.—Byers Bros' Shows will provide the midway attractions at the Great Jones County Fair, Monticello, Ia., for the first time in 1960, Carl Byers, owner-manager, announced here last week. The date is a new one for the show and will follow the fair at Dubuque, Ia., which was signed some weeks ago.

Clem Smith is the show's general agent in the Midwest and North, and A. (Dutch) Wilson handles those chores in Southern territory. A new Dodgem has been added for '60 along with several additional light towers.

Smith and Wilson will attend the Chicago meetings. Appearance of Byers will depend on the condition is his dad, who suffered a heart attack here recently.

Denton Contracts  
Panama City, Fla.

RAND, W. Va. — Johnny J. Denton's Gold Medal Shows has signed the Bay County Fair, Panama City, Fla., for 1960, Mrs. Irene Denton, secretary-treasurer, disclosed. This will mark a return engagement for the show.

SLA Gets \$200  
From B. Thomas

CHICAGO — The Showmen's League of America has \$200 coming from a jamboree held by Bernard Thomas on the Art B. Thomas Show. The party was at the Clay County Fair, Spencer, Ia.

Repeat Week  
Ends Season  
For Strates

ORLANDO, Fla. — Season's end for the James E. Strates Shows occurred Saturday (7) at the South-west Georgia Fair, Albany. It was a rebash coming on the heels of a week of indecision during the fair's regular week.

Business was excellent thru Friday and Saturday (5-6) when it turned bitter cold. Equipment was in storage soon after at winter quarters here, where it will be worked over prior to winter dates in Florida.

B. J. Strates was in charge during the last phase of the season. October produced five straight weeks of rain.

The show headed southward after its most successful string of Northern fairs. General respite for the season were good, at least as good as 1958. A delegation will be in New York for showmen's club banquets and fetes.

On Monday night (9) the Strates family in a surprise gesture held a dinner for a group of veterans on the show.

Atlas Season  
Wind-Up Good,  
Selling Units

PATERSON, N. J. — Northern fete for the bazaz business turned out good for Atlas Amusements, successor to the Silk City Shows. Angelo Longo reported a satisfactory start on next season's contracting.

## Mortensen Re-Elected

HARTFORD—William H. Mortensen, managing director of the Bushnell Memorial Association, was re-elected vice-chairman of the Metropolitan District Regional Planning Commission.

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## BULK WELDING

Communications to 188 W. Randolph St., Chicago 1, Ill. NOVEMBER 16, 1959

Eppy Features  
Las Vegas Mix,  
All-Star Series

JAMAICA, N. Y. — Samuel Eppy & Company, Inc., charm producers, announced last week the introduction of several new charm lines, including:

1. The Grand All-Star Gimnick Mixture — a mixture of the top charms produced by the firm thru the years.
2. The Las Vegas Mix, No. 2 & 3—including charms resembling playing cards, plastic money, dice.
3. Gimnick Series No. 57 — called "copyrighted charms" — because, according to Eppy, they are "works of art."

The Variety Mix — a mixture of over 400 different charms, predominantly gimnicks and proportionately plated.

St. Louis to Set Commissions  
On Venders in City Buildings

ST. LOUIS—Comptroller John H. Poelker has announced plans to require all operators of vending machines in municipally owned buildings to turn over commissions from sales to the city's general revenue fund. He told the Board of Estimate and Apportionment that a study made by him had shown 260 such machines had been placed by 38 differ at firms in the various city-owned buildings.

The machines referred to by Poelker are those which vend books, products, candy, cigarettes, soft drinks and other merchandise. The comptroller told the estimate board that various commissions were given to charitable

NEW JR. EXEC  
TO DEAL WITH

KANSAS CITY, Mo.—Office girls at the Bernard K. Bitterman headquarters here complain that they now have three executives to answer to. A new junior executive, Stuart Laurence Bitterman, has been added to the scene. (He's the boy who was born to Alan W. Bitterman last October 14.)

CIGARETTE AND  
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Plastic Processes  
Adds Product Lines

FREEPORT, N. Y. — William Falk, Plastic Processes, Inc., charm manufacturer, last week announced a building expansion program and diversification of product lines. Falk said the firm intends to double its present building facilities, with the building permit already approved and the bids in. He expects the new construction to be completed before year's end. Plastic Processes' expansion program has taken it into the magic trick and joke field. "We have been preaching to operators what we have been practicing ourselves—diversification," said Falk.

**Charm Market Off**  
"We no longer can depend on charm volume to carry our operation and we have been quite fortunate in increasing our present sales volume even tho our charm market has dropped considerably."

groups by some operators and on other machines which offered merchandise at prices lower than those outside the building, no commissions were paid. The Board of Estimate and Apportionment consists of Mayor Raymond W. Tucker, Board of Aldermen President A. J. Cervantes and Poelker.

**Machines Convenient**  
A recommendation was made by the comptroller that the vending machines be retained because department heads said they found them a convenience to employees and visitors in the buildings. There is a need, however, for a greater degree of control over their operations, he asserted.

Poelker did not estimate the amount of revenue expected in commission because he is still working on the survey. He said the experience of the federal government in receiving commissions from vending machines was quite astonishing—they bring in quite a bit of income.

Basically, his study is being conducted to establish some norm by which all operators can bring their machines in municipally owned buildings under the same conditions. Another thing the survey will

(Continued on page 85)

The firm will serve many of the large major chains with joke and trick racks.

Plastic Processes has also been doing a substantial import business in the "low end" toys from Hong Kong and Japan and are selling large toy machines and chain operators these products.

**New Charms Added**  
At the same time, however, Falk says his firm has added a number of new charm items and has been diversifying its bulk vending structure.

Newly taken on is distribution of a dime pen. Falk reports top results to date: "It appeals not only to children but practically all age groups entering chains or supermarkets, makes racks more profitable all around."

"The pen item and the 25-cent capsule have taken hold and increased our volume considerably. We have also added a new series of 25-cent capsules which I am sure will act as a sales stimulator."

The firm presently carries 50 25-cent capsule items. The 25-cent capsule have taken hold and increased our volume considerably. We have also added a new series of 25-cent capsules which I am sure will act as a sales stimulator."

Price Bows  
4 New Items

NEW YORK — Four important new items have been introduced here by Paul Price Company, Inc., leading charm manufacturer. The line includes three new types of rings plus a collection of assorted keys.

Heading the list is the Robin Ring with an octagon shaped crystal and a four and a half carat size stone, "that sparkles like a real diamond." These units go for \$17.50 per thousand. The Carol Ring, which comes with assorted colors of stones in Tiffany type settings, is available at a price of \$16.80 per thousand.

All tie units are vacuum plated, including a new spangle-type wedding band, on which, it is said, "more than one per finger can be

(Continued on page 85)

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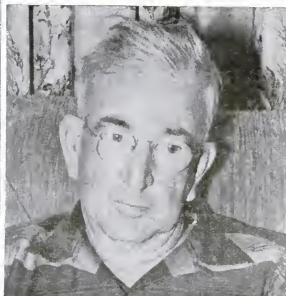
We stock a complete line of vending machines, stands, parts, supplies, charms, capsules, merchandise and ball gum.

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# Hubby-Wife Team Run 500-Unit Route



C. A. MCCATHREN

DENVER—C. A. McCathren, of Golden, Colo., is the Denver area's "oldest and youngest" bulk operator at the same time. At 61 years of age McCathren has been in bulk vending only since 1953, going

into the brand-new field after a hunting trip conversation with Bob Graf, of Dallas.

Currently operating 500 machines which are scattered over a huge area comprising part of Texas,

Nebraska, Colorado and Wyoming, McCathren is an Oklahoman, having originally been a dirt contractor at Lawton, Okla., site of Oklahoma University and its popular football team.

Back in 1952 the McCathrens were on a hunting trip high in the Colorado Rockies and chanced upon Texas operator Graf, who was out on a similar mission. Conversation, after the first greeting, got around to business, and McCathren found himself fascinated by the possibilities of bulk vending.

Mrs. McCathren, who was along, seconded the motion, and within

(Continued on page 68)

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Occupation \_\_\_\_\_

## Folz Brothers Launch New Bulk Operation in Florida

NEW YORK—Folz Vending, which from its Oceanside, Long Island, headquarters has one of the largest bulk vending operations in the nation, has begun a major expansion move in Florida.

Roger Folz announced this week that he has returned from a survey trip in Southern Florida. He was accompanied by Sal Aragona, Folz shop foreman here.

The operation will begin with a nucleus of 28 locations in Florida Grand Union stores. Folz has machines in Grand Union stores all over the East Coast.

### Murray Reissman

Running the Florida operation will be Murray Reissman of Hialeah. Harold Folz leaves this week

for two weeks in Florida to solicit locations and set up the operation. When Harold returns, Roger will spend a month in Florida to supervise the operation.

While the operation will begin in Miami and Palm Beach, it is eventually expected to encompass the entire State.

Folz reports that virtually all his locations are battery installations. In addition to ball gum, charms and confections, the firm is placing 10-cent pen machines on location with fair results. Folz explains that while the item is not a particularly fast seller, it requires little extra servicing and brings in revenue that would otherwise have been lost.

## TOTEM POLES . . . 20 different designs to collect on a pencil. Guaranteed repeat appeal. Each one will vend for 1c. Color plated or multi-color only \$5.00 per M for 5 M or more.

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<p><b>Logan Distr. Co.</b> 1850 W. Division Chicago 22, Ill.</p> <p><b>Humboldt 4-4879</b> Ill., Ind., Ohio, Wis., Mich, Pa.</p>	<p><b>Northwestern Sales &amp; Service Co.</b> 446 W. 34th St. R. Y. 18, N. Y.</p> <p><b>Longacre 4-6467</b> N. Y. City</p>	<p><b>Parkway Machine Corp.</b> 715 Essex St. Baltimore 2, Md.</p> <p><b>Edwards 7-1821</b> Va., Md., W. Va., Del.</p>	<p><b>Standard Specialty Co.</b> 1028 44th Ave. Gallatin 1, Calif.</p> <p><b>Wash., Ore, Idaho, Calif., Nev., Ind., and Brewster Islands.</b></p>	<p><b>Vandora Sales Co.</b> 2124 Market St. Phila. 3, Pa.</p> <p><b>Union 7-1448</b> Pa., N. J.</p>

VENDORAMA

# VICTOR VENDING CORPORATION









## UNITED SHIPS 2 GAMES; BOWLER, SHUFFLE ALLEY

CHICAGO—Two new games, Handicap Bowling Alley, a ball bowler, and 4-Way Shuffle Alley, a puck-play model, are in shipment this week by United Manufacturing Company.

Handicap offers, in addition to two-player and three-player team play, easy, medium and hard strike features. A single button is used by players to make their selection. Play can be switched during any frame from easy to hard strike, etc., to balance scoring or act as a handicap feature.

The new shuffle alley, 4-Way, offers regulation, flash or bonus scoring via player-selection. In addition, players can select easy or normal strike play by pressing one of two buttons.

The 4-Way model thus gives patrons three games in one, plus the choice of easy or normal strike opportunities.

## N. Y. P.-R. GROUP TO MEET DEC. 19

NEW YORK—Members of the Public Relations Committee of the New York State Coin Machine Association will hold a special meeting 7:30 p.m., Tuesday (19) at Room 1311, 250 W. 57th Street, here. On the agenda will be a report on plans for the Committee's first youth party, to be held December 19, and a report on participation with the Cardinal Spellman's Servicemen's Club.

## Industry Maps P-R Budget of \$100,000

CHICAGO—Financing of the public relations program was the major item at the meeting of the executive board of the Information Council of the Coin Machine Industry in session here Thursday (12). The budgeted goal is \$100,000.

Agreement was reached by the group consisting of operators, distributors and manufacturers, that "matching funds" from each group was desirable. Tentatively, and with exact planning to come, the group based their financing program on the basis of voluntary contribution of one dollar from each group on each machine sold. If successful, this plan would ensure continued funding of the program on an equitable basis.

The manufacturers present (Ayer, Bally, Chicago Coin, Williams and United) all agreed to "match" funds on the basis of receipt of a matching dollar from operators and distributors. Members were confident that operators as a group wanted a public relations program, and

would start the "matching-chain" rolling.

The same legal aid and approval must be sought before final presentation of the plan, Chairman Lou Casola, did not seek final action on the plan. An agreement incorporating the details is to be drawn up and "initiated" by participating manufacturers.

The same manufacturers also agreed to advance funds so that operation of the public relations group could begin almost immediately. Operator-Chairman Casola volunteered to advance the same sum as would be given by the manufacturers.

With pledges of these sums in hand, Casola was empowered to notify the public relations firm selected and to arrange a contract with them with an effective date of January 1, 1960.

Work would probably begin before that date, however, with full reports for all operators, distributors and manufacturers; methods preferred for fund collection and distribution.

## Op Diversification Interest Strong

• Continued from page 1

The very popular trend to teenage recreation centers as locations for coin games—particularly for ball bowling games—was checked in by 18 of 44 operators at a likely new field for their current or future expansion. Such new youth centers have been opening at the rate of one per week in recent months.

### Difference in \$5

While the new spots mentioned above drew most of the attention in the straw poll, 16 of the 44 operators indicated interest in running a modern Arcade catering to family trade, and 16 showed interest in an amusement park playland or amusement park Arcade featuring coin games.

It should be considered here that while bowling alley establishments

drew the most enthusiasm, such spots are relatively more easy to land than the others. Some of the other type locations mentioned generally require investment in buildings and furnishings and play as extensive investment in coin equipment.

Some mentions of other heavy-trail game locations currently nailed down by one or more of these 44 operators were pool halls, children's recreation rooms, drugstores, large motels and hotels, and railroad stations. Pool halls, surprisingly, led the write-ins.

### Multi-Machine Trend

How far has this apparent swing to diversification set in? Thirty-two of 42 operators reported they had more than two amusement games spotted at locations ranging in num-

ber from one to 250. The average number of locations with more than two games held by each of these 42 operators was 20— a fairly good number, considering that the bulk of juke box and game locations are at taverns and restaurants.

More impressive is the report by 36 out of 49 operators that each had from one to 300 locations with more than two machines of any type (including juke boxes, games, kiddie rides, vending machines and background music units). The average number of "more than two machines" spots per operator was a hefty 33.

If our straw poll is representative of the nation's operators as a whole, the days of the coin machine specialist may be numbered.

## Bally Ships Pony Twins Kiddie Ride



CHICAGO—A new compact twin horse ride, Pony Twins, was shipped to distributors last week by Bally Manufacturing Company. The unit requires just 28 by 36 inches of floor space, yet can handle two kiddies per run.

Designed for young riders from ages two to eight, the two riders may be seated side by side on the twin ponies for a single dime.

Riding time is adjustable from one-half minute to three minutes.

### Ride Features

Pony Twins features include moderate one-speed gallop, high-backed saddle, hand grip and foot rests, close-to-floor chassis and safety-shielded moving parts.

The iron-tough plastic pony (Continued on page 77)

## 900 Attend Banquet at N. Y. Juke Box Ops

NEW YORK—More than 900 representatives of the coin machine industry and their guests gathered at the grand ballroom of the Hotel Commodore here Saturday evening (7) for the 22d Anniversary and Show of the Music Operators of New York.

The organization held with tradition with a ban on speeches, with the evening devoted entirely to dining, winning and listening to topflight recording talent.

Surprise guests at the affair were Eddie Fisher and his wife, Elizabeth Taylor. After the autograph bounds were dispersed, Fisher en-

tertained the operators with two selections.

### Peter Palmer

A special attraction was the appearance of Peter Palmer, who played the lead in both the Broadway show and Hollywood picture of "Little Abner." Palmer was called back for two encores, as the coinmen refused to let him leave the stage.

Another big favorite with the crowd was Tommy Edwards, M-G-M recording artist, while Homer and Jethro, RCA Victor artists, were real crowd pleasers. (Continued on page 76)

## Seeburg's McKelvey Retires As Seven Execs Shift Roles

By KEN KNAUF

CHICAGO—In a major intra-firm shift of key executives, C. T. McKelvey retired as vice-president in charge of sales of the Seeburg Corporation and seven other top executives gained new titled positions according to a reliable report received by The Billboard late last week.

Bruce Jagor, executive vice-president, retired from his post, and according to the report, will remain with the firm, along with McKelvey, as a consultant.

The following Seeburg executives were reported moved to new vice-presidential positions:

Tom Herrick, assistant sales manager, advanced to vice-president in charge of marketing and advertising.

Jack Gordon was made vice-

president in charge of the phonograph division.

R. F. Lindgren was moved to the post of vice-president in charge of sales for the background music division.

George Glass assumes the role of vice-president of the vending machine division.

Bill Clark becomes vice-president in charge of financing.

Fleming Johnson is held over as vice-president in charge of manufacturing.

C. T. McKelvey becomes a vice-president of the Seeburg organization in 1958. He was at one time with R.C.A. Distributing Company of New Jersey. In 1934-1936 he was assistant sales manager of the Zenith Radio Corporation, and later was with the Calvin Manufacturing Company, Chicago, from

1936-1941. He became president of the Phonovision Corporation, then a subsidiary of J. P. Seeburg Corporation, and became a vice-president of Seeburg in 1943, holding that office until the firm sold its principal assets to the Seeburg Corporation, formerly Fort Pitt Industries, Inc. He advanced from sales manager to vice-president in charge of sales with the Seeburg Corporation.

Bruce Jagor joined J. P. Seeburg in 1935 and was elected a secretary and director in 1937. He was made a vice-president and secretary in 1950, remaining at that position until the Seeburg Corporation was sold to the Seeburg Corporation in 1958 and managed Seeburg operations.

The changes at Seeburg, under (Continued on page 81)

OMAHA—The Music Guild of Nebraska holds its top meeting of the year at the Capitol Hotel, December 5 and 6.

Election of officers for 1960 and presentation of the guild's \$160 public relations program are part of the "most deserving" organization will highlight the get-together.

Hosts for the meet are Lincoln music operators Mike and Mildred Stangl and Dick and Eleanor Taylor. Program theme is "This Meeting for the Ladies." Meaning that ladies are not only expected, but can't afford to miss the event. The gala will get special attention, according to the program notes.

### Dinner Dance

Activity begins Saturday, December 5, with registration at 6 p.m., followed by a dinner-dance and entertainment. Sunday afternoon, December 6, while the men are bawling their business meet, the ladies will attend a "ladiesizing program."

The entertainment at Sunday evening's banquet and the choice

of door prizes will both be planned with the ladies in mind.

Pete Geritz, of Mountain Distributors, Denver, has donated a Magnus chord organ; Evelyn Dalmy, of Lieberman One-Stop, Omaha, is giving a dozen LP records, and by meeting time there will be many more prizes on deck.

Howard Ellis, the Guild's secretary-treasurer, has urged all area operators and their wives to attend.

## ROCKET 5-BALL

## Count-Down Featured on Williams Pin



Rocket

CHICAGO—Players "launch" rockets after "counting them down" at Williams Electronic Manufacturing Corporation's new single-player five-ball pin game, Rocket.

The new model pinball goes into regular shipment this week.

Object of the game is to orbit any or all of five rockets into targets by hitting proper ball targets and holes.

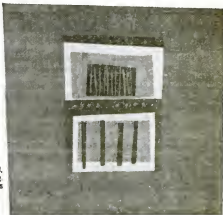
On the first ball shot, player selects his rocket (numbered 1 thru (Continued on page 77)



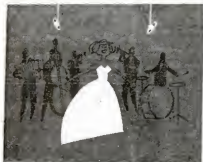
Stereo is "seeing with your ears." As you hear music, the brain places each instrument in the position it was recorded. You hear its breadth. Left and right sides of the orchestra are separated. You hear stereo in depth, too. How is this done?



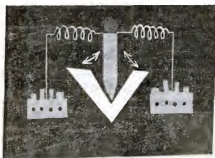
Patrons left at center hear the left channel with too great intensity. At right, just the reverse occurs. Failure to hear both channels equally can be irritating. How can the operator avoid this excessive separation? He placed the speakers well apart to get location coverage as well as stereo effect.



Then there's the other extreme: trying to get adequate separation by squeezing both channels into the juke box itself! This is like trying to compress a yardstick into a foot rule: an acoustical impossibility, as any audio engineer will tell you.



One microphone picks up music from the left side—and part of the middle. Another microphone picks up music from the right side—and part of the middle. These two channels of sound are taped, then transferred to records.



Both sides of the record groove are used, with each carrying its own separate channel. A stereo cartridge feeds the first channel to an amplifier and the second channel to another amplifier.



Music from the first amplifier goes to the speaker enclosure on the left, and from the second amplifier to another speaker enclosure on the right. Adequate separation of speakers is essential for the stereo effect. Yet, too much separation leaves a "hole in the middle of the music."

Obviously, a good stereo seat is midway between the left and right speakers. But, no location can so seat all its patrons.



To compensate for the "missing middle," some will pile the speakers on. Four, six, eight, ten—strung all around the location. This makes matters worse. "Cross-quawk," im-balance of channels and distortion result.

## LET'S TAKE A STEREO LOOK\* AT STEREO

\*A realistic appraisal with both eyes from several points of view

After 50 years—a half century of music service—AMI's policy remains what it has always been: to give operators equipment they need and want—when they need and want it. Never to force untried equipment before its time. Yet, to be ready with tested and proved equipment equal to the opportunities of the times.

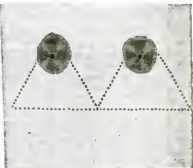
STEREO SEEMS TO PRESENT SUCH OPPORTUNITY. IT CAN MARK THE BEGINNING OF A WHOLE NEW ERA OF MUSIC.

It is clear that equipment of superior engineering, design and, above all, flexibility is required to serve the operator's needs... to return the profit on his investment that he has a right to expect.

Moreover, stereo equipment must:

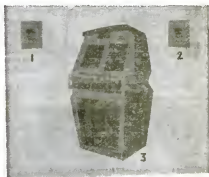
1. Meet the needs of the operator NOW...
2. And meet the needs of the operator for years to come.

To understand the kind of equipment that will meet these needs, it is helpful to understand the stereophonic process from recording to reproducing.



Stereo speaker enclosures must have wide angle dispersion horns to spread the sound of each channel over as broad an area as possible.

To insure maximum coverage and separation of channels with a minimum number of enclosures, a third channel should be employed in most locations.



This third channel, recommended by audio engineers, is located in the AMI model "JP" itself. It is essential for maximum stereo coverage of location areas. The AMI third channel carries signals from both channels #1 and #2, fed through the juke box at lower level. It has the following distinct advantages:

1. Far greater flexibility in speaker placement to meet varying location layouts;
2. Wider area coverage with fewer wall or corner enclosures;
3. Lower cost of installation in line with the location's potential take;
4. Significantly better sound.

Look to AMI for another half century of giving you the equipment you need when you need it.



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# W. Berlin Officials Praise City's Coin Machine Mfrs.

By OMER ANDERSON  
BERLIN—Plucky West Berliners have handed the Communists a crushing economic defeat by learning to live like the Swiss, and the coin machine industry has become a main prop of the Communist-encircled city's industrial way of life.

The cold war capital has just held its 18th industrial fair. Economic officials of the Senate, the city's administrative body, have completed an assessment of the industrial showcase which contains lavish praise for the coin machines

industry's contribution to Berlin's economic health.

"We now have one of West Germany's main coin machine production centers, and there can be no doubt of its value to our economy," said Dr. Paul Hertz, West Berlin's senator for economic affairs.

What Dr. Hertz means is this: Ever since the 1948 blockade, the Communists have been seeking to strangle West Berlin economically without triggering World War III.

Since Russia held Berlin in a vise (by control of the city's communications with the West), it looked until recently like this freedom outpost might be doomed to slow death from economic leukemia.

Now the gloom is lifting from West Berlin. The city has learned to live like the Swiss. To minimize production, to export the skills of its craftsmen and technicians instead of sheer bulk.

What watches are to the Swiss electronics are to Berliners. Electronics have become West Berlin's biggest single industry. Three of West Germany's biggest electronics producers are in West Berlin—Siemens, Telefunken and German General Electric.

This circumstance has encouraged development of coin machine production. Coin machine producers with main plant facilities in this city 110 miles behind the Iron Curtain include:

Wiegandt, Wulff Apparatenbau, Beromat (affiliated with Wulff), Damaschke, Deutsche Wages and Maschinenfabrik (DWM), the Tabor Works, Gebroeder Krueger & Company, Ferdinand Flossfeldt, and the Eltec Company.

Wiegandt was a major exhibitor at the Berlin industrial fair, as it is indeed at trade fairs all over the Continent. The firm has been the bellwether of Berlin's coin industry. Its story is the story of the industry which mushroomed from the old Reich capital's war rubble.

Founded in 1926, Wiegandt concentrated on vending machines before the war. In 1949 Wiegandt, still struggling to recover from the war and the blockade aftermath, employed just 79 persons. Five years later employment had jumped to 450 and today it is near 1,000.

Today Wiegandt is still a major West European producer of vending machines but it has branched out into juke boxes and games. Wiegandt marketed the first German stereo juke, the 120-selection Diplomat C, and has brought out a children's juke box, the Birbu, with 80 selections.

In all, Wiegandt manufactures 25 different models of coin-operated equipment—predominantly venders, and exports 40 per cent of its total output.

Beromat produces the Harmonie 200, a stereo juke, and the Harmonie 120. Eltec has the F 100, a wall box.

Wulff Apparatenbau, whose president, Guenter Wulff, is chairman of the Federation of the German Coin Machine Industry, is a major producer of coin-operated gambling machines. The so-called "Checkspiel-Automaten" are permitted by German law under strict regulation.

Berlin is West Germany's largest vender production center, all of Berlin's coin firms turning out and the majority specializing in this field.

Wiegandt, for example, has just come out with a new fully automatic beer vender, which, it is claimed, will help check the rumors being made into the German beer trade by competition from vender-dispersed American soft drinks.

All of the Berlin vender producers are cashing in on the infant feeding boom which has just reached Germany. Although West Germany still lags far behind the U. S. in automatic food service, German producers believe this country will quickly catch up to and surpass American industry.

This could be, but at present West Berlin is chiefly grateful that the city's live-like-the-Swiss campaign is ending

its chronic jobless problem. Because West Germany was cut off from its economic hinterland by Communist pressure, the city has lagged far behind West Germany in economic recovery.

Altho West Germany has had full employment for five years, West Berlin, until 1958, had continued to count unemployment as its gravest problem. The magnitude of the jobless problem can be gleaned from the 1948 blockade figure of 600,000 jobs of West Berlin's total population of 2,200,000.

Free Berlin faced slow economic strangulation by its huge burden of unemployed.

In assessing its jobless crisis, West Berlin discerned a striking parallel between its own plight and that of the plucky, prosperous Swiss—abundant skills but a shortage of raw materials.

So West Berlin set about applying the Swiss economic formula: Precision work on

minimum raw materials. With the Communists harnessing West Berlin's economy by a creeping blockade, it was difficult for the city to import unlimited raw materials and export heavy industrial products.

Imports had to be held short and exports had to be of high value in relation to bulk. West Berlin's industrial production, in essence, had to be geared to air freight instead of surface transport.

This goal the coin machine producers substantially have achieved. They ship virtually their entire output to West Germany and a good part of it (as in the case of Wiegandt around 40 per cent) on to foreign countries.

Nobody in the city's flourishing coin machine industry displays pessimism concerning the city's future. Plant expansion is the rule.

When West Berlin commences Communist countries, it is in terms of potential markets.

## United Joins Push for British Phono Sales; Names Distrib

CHICAGO—United Music Corporation will market its phonograph line in Great Britain through a newly named British distributor.

The announcement by United makes it a five-way American drive for juke box sales in the British Isles. A.M.I., Seeburg, Rock-Ola and Wurlitzer are already established in England.

United appointed Music Systems, Ltd., of Bury, St. Edmunds, a phonograph and game operating organization of some size and standing, as its sole distributor for the United Kingdom. Shipments from the U. S. are expected to get underway shortly.

The firm is owned by James Sanderson, a chartered accountant,

who also controls a number of line-purchasing companies. He is in process of appointing sub-distributors throughout the United Kingdom. Among them will be the old established London firm of Kraft Automatics, Ltd.

Room for All  
Reaction of the British operating trade appears to be that there is room for all five American-styled machines in the land. British distributors feel that their fast-growing market for juke boxes is far from satisfied. New locations as well as replacement spots are still to be had.

The competition for a prima position on the British market was  
(Continued on page 73)

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## AMI Assigns 2 U.K. Firms To Territory

LONDON—Having lost one of their oldest and largest distributors in London, Phonographic Equipment, Ltd., A.M.I. (G.B.), Ltd., of Ilford has lost no time in making new arrangements in London and the South of England for distributing their Bal-AMI phonographs.

In brief, the territory previously covered by Phonographic has been split. Half will be taken over by existing West Country Bal-AMI distributors Peter Simper and John Hardy. The other half will be looked after, for the time being, by an associate company of A.M.I. (G.B.), Ltd., Music Hire Services (Essex), Ltd.



## South

**DOWN MIAMI WAY:** Sol Tahn, M&M Service, complaining bitterly about the lack of stereo singles for the new juke boxes he has been setting out. This is a complaint that is being voiced constantly by every operator in the area, who is wondering when the record firms will wake up to the amount of business they are losing. Sol is mighty proud of his son, Peter, an engineering student at University of Miami. Pete is keeping up high grades and at the same time helping his dad service the juke boxes in South Dade County. Pete reports that the most popular recording artist at the university is Nina Simone.

Bush Distributing Company suffered probably the most stupid robbery in history. Thieves broke into the premises via the roof and must have spent many hours breaking into the juke boxes and coin machine equipment that was on display, even the keys were hanging near each machine's cash box. Police figure the thieves lost on the deal, because they left behind a saw and brace and bit.

**Morris Diamond,** Diamond Amusement Company, was operated on for removal of a disc in his back that has been troubling him for a long time. Wife, Eleanor, who has been handling the route while her spouse has been laid up, says that he is feeling great after the operation and should be out in a few more days. Still in the hospital is **Eddie Leopold,** Mellow Music Company. Eddie was a

(Continued on page 77)

## JUKE BOX OPERATORS:

The best of the  
hottest records  
—in stereo and monaural

What top artists have recorded what songs in  
STEREO? What are the latest hits of the two  
artists? What all-time favorites have they re-  
corded? What million sellers? To get all the  
answers...

Be sure to Read... and Use... and Hold Onto

**Billboard's Big New Year-End  
Programming and Talent Buying Guide**

—a special slick-stock section of the December 14 issue.

# Britain Lifts All Bars to Coin Imports; Expect Game Boom

By BINGO BEAUFORT

**LONDON**—All types of coin-operated equipment can now be freely imported into the United Kingdom from America and all other parts of the world, with the exception of Japan, China, and the Soviet bloc.

This means that in the past year Britain has gradually cut away controls that have been rigid for 20 years, and has opened up the United Kingdom as potentially America's greatest export market in coin machines.

Previously, alto juke boxes and vending machines were freed earlier in the year, coin-operated

amusement machines, Arcade and fairground equipment were restricted to license holders, and to certain limited amounts. Parking meters (coin-operated) and all electrical equipment, including valves, but excluding transistors, are also now completely free of restrictions.

Customs tariffs, including coin-mechanism preference, of course, remain in force, as does purchase tax.

As well as offering tremendous opportunities for American exporters, this is sensational news for the coin industry in Britain. It will mean a reappraisal by firms in-

valued in quota or assembly arrangements. It will mean direct imports by many firms, including operators. It will mean gloves off in the fast growing amusement machine business in the United Kingdom—a business that should now grow even faster than juke boxes.

## Wurlitzer in Sales Meeting On West Coast

**SAN FRANCISCO** — A large number of Wurlitzer distributors arrived here Sunday (15) to hear about 1960 sales plans during a three-day meeting which will start today (16).

The phonograph factory is represented by A. D. Palmer and Bob Bear.

Following the meeting, distributors are expected to remain in the Bay City until Friday.

Asked if a new model was being shown, Bear said, "Wurlitzer has always had a new model in the past and will probably have another after the first of the year."

## Commonwealth New Rock-Ola N.E. Distrib

**BOSTON**—The Commonwealth Music Corporation, controlled by three veterans of the local music industry, has taken over the distributorship of Rock-Ola phonographs in the New England area and is now in the process of setting up a showing to be held at a Boston hotel later this month.

President of the recently formed corporation is Phil Swartz, of Winrock Vending Company, Brookline; vice-president is David J. Baker, of Melo-Tone Vending Company, Inc., Arlington, and treasurer is Sid Wolbarsht, of New England Music Corporation, Newton.

Appointed sales manager is Richard Mandell, formerly general manager of Associated Amusements. He is now in the process of locating business premises somewhere in the central Boston area which will be the firm's headquarters.

### Sees Potential

"We intend to go ahead and do a real job of selling the Rock-Ola machine in the territory," Baker said. He explained that the firm felt the phonograph had tremendous potential and marked interest was being shown by many operators.

"A year has been spent in experiment and surveys with the machine," Baker said, "and we have found it to be excellent. It is our plan to sell it at the lowest possible cost consistent with a reasonable return."

The firm will be in full operation on November 16.

## United Joins

Continued from page 72

highlighted a few weeks ago by the switch of Phonographs Equipment, Ltd., a top-ranked British distributor, from AMI to Wurlitzer. (The Billboard, November 2, AMI) is probably the best-established line in Britain to date.

Besides the five-way competition among American-styled music machines, the British market is also considered fair game by German producers, who have a number of models in British circulation and must be considered worthy rivals of the U. S. firms.

## Mid-South Distributors Ready Showings

**MEMPHIS** — Four phonograph distributors in the Mid-South area are scheduled to show the new Tempo II line of Rock-Ola juke boxes this week (15-21).

S. M. Distributing Company, 1074 University Avenue, Memphis, is sponsoring the show.

Capi Music Distributing Company, 135 E. Amite Street, Jackson, Miss.

H. M. Branson Distributing Company, 811 E. Broadway, Louisville 4, Ky.

Sanders Distributing Company, 415 Fourth Avenue S., Nashville 10, Tenn.

## SPECIAL!

**CHROME SIDE RAIL MOLDING FOR  
BALLY BINGO GAMES \$5 PER SET OF 2.**

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... YOU HAVE NEVER SEEN ...  
GAMES SO CLEAN!

BINGOS		FIVE BALLS	
Key West	\$135	Wmcs. 3 D	\$200
Big Shows	105	Wmcs. Crossroads	225
Show Time	145	Wmcs. Arrowhead	100
Miss America	175	Wmcs. Big Boy	125
San Vito	250	Got. Regatta, 4 PL	115
Carnival Queen	375	Got. Whirlwind	215
Cypress Garden	275	Got. Falstaff	275
		Got. Brita Star	275
		Got. Picnic	275
		Got. Sweet Aft-Home	95
		Got. Sea Belles, 2 PL	30
		Got. Duetto, 2 PL	85
		Got. Tournament	110
		Wmcs. Gusher	165
		Wmcs. Tim Bue Tu	15
		Wmcs. Short Stop	110
		Wmcs. '57 Baseball	265

**ALL GAMES ARE COMPLETELY RECONDITIONED AND IN A-1 SHAPE WHEN THEY LEAVE OUR SHOP**

**WE NEED BALLY USA'S, SEA ISLANDS, BALLERINAS**

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Phonograph  
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- \* with "Location Engineered" features for fuller profits

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**SALES RESULTS—**  
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**THE BILLBOARD!**

# This is the Week

to begin the profit year of your life . . .  
to hear the finest sound of the century

The new 1960 ROCK-OLA TEMPO II Phonographs are now on display at your local distributor's showroom during Rock-Ola Open House Week, November 15th through November 21st.

## ROCK-OLA

### tempo II

TWENTY-FIFTH ANNIVERSARY MODEL

The one all-purpose stereophonic phonograph which is "Location Engineered" for finest sound and fullest profits.

SEE THE NEW TEMPO II TODAY!  
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Amusement Distributors, Inc.  
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Houston, Texas

W. Anderson Amusement Co.  
814 E. 11th Street  
Erie, Pennsylvania

Automatic Games Supply Co.  
1955-58 University Avenue  
St. Paul 4, Minnesota

Automatic Music Company  
3214 West Archer Street  
Tulsa, Oklahoma

B & S Sales Company, Inc.  
1305 South Main Street  
Salt Lake City, Utah

Badger Novelty Company, Inc.  
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Milwaukee 16, Wisconsin

H. M. Branson Distributing Co.  
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Louisville 4, Kentucky

H. B. Brink  
833 East Front Street  
Butte, Montana

Calderon Distributing Co., Inc.  
433 Alabama  
Indianapolis, Indiana

Capitol Music Distributing Co.  
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Jackson 1, Mississippi

City Music Company  
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Phoenix, Arizona

Coin Automatic Distrib. Co.  
241 West Main Street, P. O. Box 364  
Johnson City, Tennessee

Commonwealth Music Corp.  
237 Washington Street  
Newton 56, Massachusetts

Victor Conte  
1001 Lansing Street  
Utica 3, New York

Fabiano Amusement Company  
101 Liberty Avenue  
Bachman, Michigan

Fabiano Sales & Service Co.  
7001 Fenell  
Detroit 26, Michigan

France Distributing Co., Inc.  
24 North Perry Street  
Montgomery, Alabama

General Music Sales Co., Inc.  
365 W. Biddle St., Corner Howard  
Baltimore 1, Maryland

Greece Bros. Amus. Co., Inc.  
Main Street—Box G  
Glascow, New York

H. Z. Vending & Sales Co., Inc.  
1205 Douglas Street  
Omaha, Nebraska

Knappe Distributing Co.  
907 10th Avenue  
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Cleveland 3, Ohio

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1429-31 Pico Blvd.  
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Pittsburgh 19, Pennsylvania

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2528 South Boulevard  
Charlotte, North Carolina

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Denver 10, Colorado

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St. Ignace, Michigan

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Oakland, California

Pan American Sales Co., Inc.  
912 South Press Street  
San Antonio 3, Texas

Patton Music Company  
611 5th Street  
Modesto, California

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335 Edgewood Avenue, S. E.  
Atlanta, Georgia

Ross Distributing Company  
2401 N. W. 36th Street  
Miami, Florida

Ross Distributing Company  
80 Riverside Avenue  
Jacksonville, Florida

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S & M Distributing Co., Inc.  
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Memphis 4, Tennessee

Sanders Distributing Co.  
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Nashville 10, Tennessee

Scott-Cressie Company  
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Philadelphia, Pennsylvania

Scott-Cressie Company  
1101 Pittman Avenue  
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Elizabeth 4, New Jersey

N. J. Steinkamp Company  
1888 Main Street  
Buffalo 3, New York

Sorden Sheet Company  
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Kansas City 11, Missouri

Wallex Distributing Company  
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Dallas 1, Texas

Western Distributors  
1225 Southwest 18th Ave.  
Portland 5, Oregon

World Wide Distributors, Inc.  
2330 N. Western Avenue  
Chicago 47, Illinois

CANADA  
Jack L. Howay  
Bay Cliff Inn  
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Lawrence Novelty Company  
540 Boucher Street  
Montreal, Que., Canada

New-Way Sales Company  
1268 Queen Street, West  
Toronto, Ontario, Canada

William Pound Agencies, Ltd.  
St. John's, Newfoundland, Canada

Select Music Company  
1803 Commercial Drive  
Vancouver, B. C., Canada

Van Dusen Brothers  
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5c, 10c or 25c PLAY

✓ NATIONAL COIN REJECTOR in each chute.

✓ NOW has TWO coin returns and other new features.

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GAME HOLDS APPROX. 1,000

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with fastness and concealed number or stars under perforation.

SIZE: 18"x18"x14"

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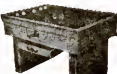
Tape in features . . . tape in vinyl  
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Genuine  
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We carry a complete line of all parts and accessories.

## OUTLYING AREAS BEST CUSTOMERS

# On-Location Background Music Hot Sales Item for Philly Distributor

By GEORGE METZGER

PHILADELPHIA—"The background music business here is just sizzling."

That is the opinion of the man who should know—Nat Solo, a partner in the Eastern Music System, Seeburg distributor in this area.

"When Seeburg brought out its background system a couple of months ago it caught on real well," Solo said.

"But after all of a sudden, about a month ago, things really started to pop."

Can't Get Enough

"We're actually doing more business than we can handle," he said. "We cannot get enough machines to fill our orders. Every day the mail brings several inquiries into our background music system thru national advertising."

The Seeburg company has bought space in many publications that are aimed at businesses which are ripe for background music. They print a coupon to be returned. When it is, Seeburg forwards the "lead" to the distributor in that area.

"They've really kept me stepping," said Myles Horwitz, people's sales manager. "Horwitz are seeing the advantages of our background music over the kind that is piped in."

Selectivity Edge

When asked what the advantages are, both Solo and Horwitz fired back the same, one-word reply: "Selectivity."

"With the wired music," Solo explained, "the location must take what the company sends out over the wire. But with our system, they can have their pick of three

different libraries—basic, mood and industrial."

"Right," said Horwitz. "And in addition to this, one fifth of records are changed every three months."

### Pick the Libraries

Both men pointed out that the Seeburg machine contains 1,000 different tunes. The type of records depends on which of the three libraries they pick.

"The records used for background music are never played before and when they are taken off the machine they are destroyed," Horwitz said.

Another feature of the Seeburg system over the wires is just about this time, mid-November, when Christmas carols are introduced.

### Owner Decides

"The location owner can decide if he wants carols played every tenth or fifth record or whatever he wants," said the sales manager. "With the wires, you've got to take what they transmit."

How does the Seeburg method compare with the wire services in price?

"Ours is cheaper," Horwitz said.

### Distance Factor

"Once the wire systems get over a quarter mile away from the phone wire rates (which they use) rise tremendously."

"We are very competitive as far as price is concerned," his sales chief stated.

### How about sound quality?

### Sound Good

"It only stands to reason if the machine is right on the location with the speaker wires jacked right in, the sound is going to be much better than that which has to travel over telephone wires," Horwitz said.

It is the telephone wire factor that is making the "on location" system preferred in the outer edges of the city. In fact, Eastern has some of its biggest installations in

suburban branches of downtown, department stores.

"We have our system in two John Wanamaker (department) stores and a Sears, Roebuck to name a few," Solo said. "The ones in the two Wanamaker stores have over 100 speakers."

### On Lease

Almost all of the Eastern systems are out on a lease basis, although they do sell some of the equipment.

"We have a month-to-month setup, a one-year deal or a three-year one," Horwitz explained. "But most people seem to be going for the three-year one because of the discount they get for the long-range contract. It is a case of going for it all the way."

"We do have some sub-distributors working for us," he went on, "since it is simply too big for job one firm."

### New Partners

Solo said that many places who never had music before are going for the new "location" system since it answers many of the faults they found with the wire system.

"But it is pretty tough to dislodge the wire plan from many places because the owner is reluctant to change. The other is there."

One way Eastern has of swaying the customer over is to give him a free trial demonstration.

### On-Spot Demos

"We could play it for him all day long in our office," Solo said, "but the location man wants to hear how it sounds in his place."

"We have to limit the number of demonstrations, however," he said, "due to the lack of machines."

After talking to the ambitious young men at Eastern and taking a look around the city, there is no question but that the "on location" system of background music is the thing of the future.

As Nat Solo puts it:

"Business is sizzling and still getting better."

## 900 Attend

Continued from page 70

Other recording stars who performed were Danny Valentine, M-G-M; the Nutty Squirrels, Handwritten; Joe London, Liberty; Marie Neglia, Star Sound, and Scott Miller, Kaydisc.

### Lou Saxon

Handling the emcee chores was Lou Saxon, while Billy Schuback and his orchestra backed up the show and provided dance music.

Distinguished guests included Judges Schor, LeScaza, Solomon and Stone; Assistant District Attorneys Robert Lazarus and Harry Maze; Chief Investigator Walter Buckbinder; State Assemblymen Tushen and Leonardi; and State Senators Morro, Mackell, Farrell and Cook.

All of the local game and music distributors attended the function, and the Wurliizer factory was represented by A. D. Palmer.

### MONEY Brass

MONEY officers are Al Denver, president; Joe Connors, vice-president; Harry Wasserman, treasurer, and Ben Chicofsky, secretary. On the board are the officers and Mike Pollay, Alex Goldberg, Irv Feincheil, George Holzman and Doc Shapiro. Nash Gordon is managing director. Counsel is Joe Goldman, while Sam Mezansky is special counsel.

Social note of the evening was the announcement of the engagement of Harry Apostoleris, Alpha Distributors' most eligible bachelor, to Lee Rupe. Apostoleris brought his charming fiancée to the affair.

Missing from this year's banquet—for the first time in many years—were Tommy Greco, president of the New York State Coin Machine Association, and Barney Sugarman, head of Runyon Sales. Greco was suddenly struck ill and is now in the hospital. Sugarman had a commitment which made it impossible for him to attend.

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Say You Saw It in The Billboard

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OUT THEY GO!

## BALLY

BALLERINA .....	WRITE
LOTTA FUN .....	WRITE
DOUBLE HEADER .....	\$ 75
KEY WEST .....	100
BROADWAY .....	75
BEACHTIME .....	275
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Send 1/2 deposit with order  
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## PHONOGRAPHS

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2017 Hideaway .....	\$510.00
2150 Phone .....	550.00
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## ROCK-OLA

1455 Phone .....	\$550.00
1448 .....	425.00

## SEEBURG

100-B .....	\$295.00
100-C .....	325.00
100-R .....	515.00



**CENTURY MUSIC, INC.**  
1712 NORTH HIGHWAY  
COLUMBUS 1, OHIO  
PHONE 424-0000 • 1-1511



Continued from page 73

collision victim and has been in traction since. . . Max Lebow, Automatic Equipment Company, also a hospital patient for a week-end. Max, under the weather lately, decided to enter the hospital for a complete check-up. So far the tests have shown nothing.

At Underwood, Al's Music Company, and Bill Rogers, Rogers Music Company, both of Fort Myers, visiting Miami for a look at some equipment and to purchase their record requirements. Both report business on the up-grade, but say the heavy rains have slowed business.

Red Gurkin, Belle Glade Music Company, also in town for supplies. Red was complaining about the recent heavy rains. He says Lake Okechobee had 15 inches of rain in the past couple of weeks.

Moon Mullins, president of the AMOA, reports that the last meeting brought out 100 per cent attendance. Moon says enthusiasm for the coming annual affair of the AMOA was never greater and predicts a record attendance. Here's a chance for many of the recording artists to show their wares. What better way is there to get their recording on the juke boxes than to entertain at the music operators' affair.

Lesley Baillet, business manager for the AMOA, reports that ads for the journal are coming in fast and furious.

**THE MEMPHIS BEAT:** A number of vending operators attended the big vending convention and machine display recently at Chicago. George Sammons, president of Sammons-Pennington Company, took along his vending machine salesman, Allen Smith, who travels the Mid-South territory selling cigarette and coffee vending machines. Sammons travels the same territory, handling sales of juke boxes and games. Robert Good handles game sales in Memphis.

Libio Barsotti, partner in O. J. Barsotti & Company, large operation of cigarette vending, also attended, as did his route manager, William Baker. They were primarily interested in the big, gleaming new cigarette vendors, and plenty were on hand.

Charles Pugh, however, who took his wife along, was interested in the new food vending machines. He's partner in and manager of Quality Vending Service, which handles food, candy, gum, etc.

Coe Stone, of Memphis, was also there. He was formerly partner in Southern Amusement Company, juke boxes and games, but now is representative for Arthur H. Du Grenier Manufacturing Company of Haverhill, Mass., handling the Mid-South territory for them.

On hand from Arkansas was Lee Thompson and his wife. He owns Tri-State Vending Company at Marianna, handling cigarettes, coffee, candy and gum. . . . Mid-South operators there got a thrill.

(Continued on page 82)

FOR SALE		ALL GAMES SET WORKED—PERFECT.	
Sea Island .....	\$555	Carnival Queen .....	\$325
Beach Time .....	580	Cypress Gardens .....	220
New America .....	140	Sea Valley .....	190
Key West .....	110	Big Show .....	120
Big Show .....	85	Fast Delivery .....	

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Carnival Queen | Cypress Gardens  
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WILL ACCEPT BINGOS IN TRADE

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## ATLAS... The STRONG Line!

## NEW 1960 LINE!

SEEBURG AUTOMATIC  
OFFICE COFFEE CABINET

Also: 1,000 and 500-Cup

FRESH BREW

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Contact the New PARTS for ALL  
BILT MILLS COFFEE VENDORS

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SEEBURG 100-C... \$395

SEEBURG 100B... 295

WURLITZER 2300's... WRITE

WURLITZER 2000... 495

A.M.I. 6-200... 375

A.M.I. 6-120... 295

ROCK-OLA 1475 (200) WHITE

ROCK-OLA 1448 (120) 435

Reconditioned—Refinished

Used CIGARETTE

VENDORS

\* Col. DuBONNET Mechanical \$ 48

\* 10-CAL EASTERN... 88

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**NEW** Calcofin 45 RPM  
Conversion for M-100A  
with fast-moving \$49.50  
cartridge gear!  
Also Conversion for All Machines.



A Quarter Century  
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for 1960 PRESENTS

## THE WORLD'S FINEST

### Phonograph

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- \* with a whole new concept in sound engineering
- \* with true flexibility to fit any type of location
- \* with "Location Engineered" features for fuller profits

COME IN AND SEE IT TODAY AT...

## LAKE CITY AMUSEMENT CO., INC.

4533 Payne Ave., Cleveland 3, Ohio  
Phone: Henderson 1-4100

## Rocket 5-Ball

Continued from page 70

5 at top of the playfield) by landing the ball into one of the top holes.

Next step is the count-down, and player must make this in sequence of 5-4-3-2-1 by landing balls into either of two center-playfield holes. Finally, the player fires off the rocket by hitting one of several "lure" humpers.

If he succeeds in orbiting any three rockets in succession, the player earns a "special," with higher scores awarded for more than three.

The game's backglass and playfield are brightly decorated with soaring rockets and high-flying outer-space devices.

Williams is still shipping Titan, their latest gun game, which has been in production for nearly three months and will continue thru January.

## Pony Twins

Continued from page 70

are brightly finished in durable glossy enamel colors.

Standard dime-a-ride coin chute is provided with the rides, but coin mechanisms that accept other coins, including coins of practically all nations, are available on order.

Pony Twins, as all standard Bally kiddie rides, is designed to operate on alternating current, 60 cycles, 110-220 volts. Special electrical systems, suitable to local electric supply, are available.

# ROCK-OLA

for 1960 PRESENTS

## THE WORLD'S FINEST

### Phonograph

#### tempo II

- \* with a whole new concept in sound engineering
- \* with true flexibility to fit any type of location
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## BADGER NOVELTY CO., INC.

2546 No. 30th St., Milwaukee 10, Wis.  
Phone Hilltop 2-3030

GIVE TO DAMON RUNYON CANCER FUND



## MUTOSCOPE'S SECRET

Will be out on

NOVEMBER 29

BOOTH 176 NAAPB SHOW

Hotel Sherman, Chicago, Illinois, Nov. 29-Dec. 3.

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### SCOTT CROSSE COMPANY

1423 Spring Garden Street, Philadelphia 30, Pa.  
Rittenhouse 6-7713  
Exclusive Distributor for Rock-Ola in E. Penna., So. Jersey and Delaware  
Branch: 1011 Pittston Ave., Scranton, Pa.

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COME IN AND SEE IT TODAY AT...

### H. B. BRINCK

825 East Front St. Butte, Montana  
Phone: 6726

## Gottlieb Intros Mademoiselle, 2-Player 5-Ball



CHICAGO—A new two-player five-ball pin game, Mademoiselle, was "hipped" to distributors last week by D. Gottlieb & Company. Mademoiselle is billed as "the game to beautify locations." Back-glass depicts a Parisian fashion show.

The game has scoring panels for two players, who can compete for high score. One or two can play. Players build up scores by getting ball into either of two "super-bonus" holes, hitting a bull's-eye target at top of the playfield, or making side roll-overs that light five yellow ball bumpers for high score.

Rebound play is carried to the top of the playfield and back down again by high-powered ball bumpers. Ball kickers move the action back and forth across the playfield.

Mademoiselle has a double match play feature arrangement and can be set for three or five-ball play.

The coin box has a locking cover, and the game is available with dime coin chute, or twin dime and three-for-quarter chutes.

## WHAT'S ROUND, SQUARE, HANDY & ANYTHING?

DENVER — Answer: A slug! According to the Secret Service office here, just about everything but holey banks turns up in vending machines in this area. Among the items: A Boy Scout emblem (admonishing the bearer to do good deeds), a sterling silver St. Christopher medal, a "Gospel" coin complete with biblical inscription, a dog's vaccination collar tag, a Masonic commemorative coin, and a Hop-along Cassidy aluminum medal. The use of slugs, incidentally, is a violation of federal counterfeiting law.

## Kaye Shipping Cue Ball Pool

BROOKLYN — Irving Kaye Company here has begun deliveries of Cue Ball, a novelty pool game. The cue ball version of miniature pool was popular many years ago, and Kaye feels the time is ripe for a comeback of this type game. Irving Kaye, president of the firm, says he has tested his new game for a period of months with good results. He says the new model is ideal for stimulation of play where other type of coin pool games may have fallen off in receipts.

The new Kaye model is dual purpose. A special state top is available at \$79.95 price can be substituted for the regular state top, converting the table to a bumper-type game.

Cue Ball dimensions are 75 by 42 inches. Features include a fluorescent light reflector, a large signal light; five-and-one-quarter o u n c e , two-and-one-eighth-inch phenolic resin balls; recessed score markers, brightly colored hole liners, top grade cloth, Formica top rails, complete cue stick repair kit, brush and four two-piece cue sticks.

All the news of your industry every week in The Billboard...

## Valley Begins Output on 7 '60 Pool Units

BAY CITY, Mich.—Earl Feddick, Valley Manufacturing Company president, announced last week his firm has launched production on seven new 1960 model pool games.

The new-year line-up includes: Two bumper pool tables with Formica top rails and regulation live-rubber billiard rails, in blond or mahogany.

Five six-pocket models with polished cast aluminum corners and pockets.

"We've never built a better line of pool tables," said Feddick. "Twelve improvements are being made in each model of our line." Feddick said the new models were location-tested for six weeks.

WASHINGTON — Nearby Prince Georges County (Md.) police raided four taverns last week (10) and seized four remote control pinball machines. State Attorney William L. Kahler, who ordered the raid, said the action will force the county to decide whether a two-year-old State ban against pinball payouts will apply to remote control machines as well as to coin-operated devices. Under Maryland law, a coin-operated pinball machine is considered a gaming device if a \$250 stamp is purchased for it. Machines seized in the raid were covered by the stamps.

## SPECIALS

### BALLERINAS SEA ISLANDS CARNIVAL QUEENS

Also Gottlieb line code games if interested, write, who or call

NEW ORLEANS NOVELTY CO.  
115 Magazine Street, New Orleans, La.  
Tel.: Jackson 2-5306

## BINGO GAMES

Clean, Ready for  
Location!

Beach Time ... \$295

Cypress Gardens 265

Sun Valley ... 210

Miss America ... 180

Show Time ... 135

Key West ... 115

Night Club ... 80

Big Show ... 80

Broadway ... 75

Miami Beach ... 70

Gay Time ... 65

Gayety ... 50

½ deposit—write to

### SUPERIOR SALES CO.

7855 Stony Island Ave.  
Chicago 49, Illinois

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COME IN AND SEE IT TODAY AT...

### ALLAN SALES, INC.

937 MARKET ST.  
WHEELING, W. VA.

when answering ads ...  
Say You Saw It In The Billboard

## JUKE PLAYS HAPPY TUNE FOR RUB-A-DUB PATRONS

SPRINGFIELD, Fla.—A 100-selection Seeburg phonograph in the Clothesline Cleaners plant here is Duncan Music Company's most unusual location.

The dry cleaning plant has a full-size automatic washateria built in a small adjoining building to the left, and here keeps 20 coin-operated washing machines and five dryers in almost continuous use.

The washateria and cleaning plant is located only a mile or so from a huge Air Force base with more than 30,000 people stationed within its confines. This means a big need for fast service on rough-dry, so the washateria is kept open 24 hours a day for housewives and military personnel who invest quarters in machine operation.

### No News

Instead of leaving magazines and newspapers for his customers to read, such as is usually the case, the owner talked to F. E. Corley, of Duncan Music Company, regarding a phonograph installation.

Even tho at first glance a busy washateria with rather limited space would seem too noisy for a phonograph installation, this particular application has worked out well, since the machines are of a subdued-noise type. Consequently, even when all machines are running, the juke box, set at a slightly higher output level than usual, can be clearly heard.

Customers loved the idea from the beginning, according to Corley. Most of them are young housewives, married to servicemen on the base, as well as citizens of nearby Parker, Springfield, and Millville.

Corley, who changes records once a week at the spot, programs all of the top 40, plus many rock 'n' roll numbers, novelties and old favorites, and finds plenty of play in each category.

### Leave Notes

Just how well the washateria customers appreciate the service can be seen from the fact that many notes have been left on the phonograph asking for a particular selection. Corley always honors these, even when the selection involved is hard to find.

It isn't unusual for a housewife who has come in to spend 25 cents for the automatic washer, 25 cents for gas dry service, and drop 50 cents or more in the phonograph to keep herself entertained with music "while the washing machine does the work," as Corley put it.

Duncan Music Company has used this unusual installation to sign up other washateria owners in the area on the basis of the profit potential, and has even persuaded some of them to reorganize their space to make room for a new phonograph.

"Waiting the 20 to 25 minutes normally required to put a wash thru is a boring experience for most customers," it was pointed out. "The juke box provides the perfect answer."

# ROCK-OLA

for 1960 PRESENTS

## THE WORLD'S FINEST

### Phonograph

### tempo II

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No Federal License  
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Each clock spins  
automatically every  
minute

Distributors, write for  
prices on  
ten or more clocks

Send 25¢ deposit with each order,  
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**\$79.50**

**\$159.50**

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NAVY PIER, CHICAGO—OCT. 31 THRU NOV. 3

IN 4 DAYS MORE THAN **2,673** CONVENTIONEERS

HAD THEIR BLOOD PRESSURE TAKEN ON THESE MACHINES

# OPERATORS

**ORLEANS** Coin-Operated  
**BLOOD PRESSURE**  
**MACHINE**

- Every person a potential customer
- Location tested
- Precision built
- Guaranteed for accuracy
- Simplified operation
- ULA approved components
- 25c coin chute
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\*Dimensions: 5' 7" High, 28" Wide, 20" Deep.



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### DISTRIBUTING COMPANY

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<p><b>AUTOMATIC PRODUCTS CO.</b> 725 West Parkway Kansas City 32, Mo. Largo 1-3505</p> <p><b>H. M. BRANSON DIST. CO.</b> 811 E. Broadway Louisville, Ky. Juniper 7-1344</p> <p><b>CALDERON DISTRIBUTING CO.</b> 438 N. Alabama Indianapolis, Ind. Madison 4-2462</p> <p><b>EMPIRE COIN MACHINE CO.</b> 1012 Milwaukee Ave. Chicago, Illinois Everglade 4-2800</p> <p><b>MILLER-NEWMARK DISTRIBUTING CO.</b> 421 Fairbanks St., N.W. Grand Rapids 2, Mich. OL 8-3807</p>	<p><b>MILLER-NEWMARK DISTRIBUTING CO.</b> 3745 Grand River Ave. Detroit 8, Mich. Tyler 8-2230</p> <p><b>MITCHELL NOVELTY CO.</b> 3506 West National Ave. Milwaukee 13, Wis. Mitchell 5-0234</p> <p><b>MUSIC SYSTEMS, INC.</b> 1577 Carnegie Cleveland 15, Ohio Cherry 1-3603</p> <p><b>MUSIC SYSTEMS, INC.</b> 1362 Jackson Ave. Toledo, Ohio Cherry 1-8192</p> <p><b>R. J. WIGGOLD CO., INC.</b> 224 S. Flores St. San Antonio 2, Texas Capital 8-0305</p>	<p><b>REX-BILOTTA CORP.</b> 821 S. Indiana St. Springfield 3, Mo. Harrison 3-8255</p> <p><b>DAVID BROWN, INC.</b> 515 N. Broad St. Philadelphia, Pa. Central 2-2903</p> <p><b>TARAN DIST. CO.</b> 1401 N.W. 34th St. Miami, Florida NE 5-2531</p> <p><b>TARAN DIST. CO.</b> 90 Birmingham Ave. Jacksonville, Fla. High 6-1531</p> <p><b>WYEMOUTH DIST. CO.</b> 2523 W. Pine Blvd. Los Angeles 8, Calif. Dunkirk 1-1304</p>
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Joe Ash says . . .

What is your best offer for  
Williams'  
JIG SAW?

**ACTIVE**

You can ALWAYS depend  
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**AMUSEMENT MACHINES CO.**

444 N. Broad St., Phila. 30, Pa.  
OPolar 9-4495  
We order wire for prices

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Phone: JUniper 7-1343

GIVE TO DAMON RUNYON CANCER FUND

## POLICE CHIEF AMAZED

# Memphis Ops Itemize Burglar Losses: \$27,170

By ELTON WHISENHUNT

MEMPHIS—A committee of the Memphis Music Association met with Police Commissioner Claude A. Armour last week to ask help from police in catching burglars who have committed increasingly more and more break-ins of coin machines in the past year.

Commissioner Armour at first expressed amazement at the figures on break-ins showing money and merchandise losses and cost of repairs to machines and promised special help beginning January 1.

The committee meeting in Armour's office, handed the commissioner typed figures on break-ins and taxes the operators pay.

### Firms Represented

The committee compiled figures from the following companies: Canale National Tobacco Distributors, Inc.; Canale Amusement Company, Service Amusement Company, all operated by Drew J. Canale; S & M Distributing Company, music and games; O. J. Barsotti Company, cigarette vendors; Bluff City Cigarette Company, cigarette vendors; Southern Amusement Company, music and games.

Chairman of the committee was Canale. Members were Parker Henderson, president of Memphis Music Association and general manager of Southern Amusement Company; Alan Dixon, general manager of S & M Sales Company; and Lihio Barsotti, partner in O. J. Barsotti Company.

### Items Listed

Canale, spokesman for the group, presented Armour typed pages showing the following losses of the companies named above:

Money and merchandise losses from October 1, 1958, to October 1, 1959: \$15,801.

Cost to repair damage to burglarized machines: \$11,369.

Grand total: \$27,170.

Total city, county and State privilege license taxes paid by the companies named: \$44,849.

### Cig Tax Big

Total city, county and State taxes paid on cigarettes: \$47,449. This figure does not include federal cigarette tax, which is great.

The committee said it wanted to show only the large taxes paid to local governments.

Canale estimated that the companies surveyed have approximately one half the phonographs, games and cigarette vending machines on location in Shelby County. The companies surveyed for losses comprise about one fifth of the total companies in Shelby County, he said, but are among the largest.

Canale said Armour was very co-operative and said beginning January 1 he would delegate a squad of officers to work the city to try to apprehend some of these criminals.

### Apprehension Planned

"He is going to explore some means by which to catch them, such as still watches or an alarm system. He has 30 men in school training as policemen.

"When he gets this group, he will be able to have a squad to work with us. Attention will be given to restaurants, tudy stores, service stations, small businesses in general where our machines are on location.

"We will work with him and give him support. We will see what we can do about having window guards installed and otherwise make the locations more burglar-proof.

### Boys Need Help

"We mentioned the juvenile problem. A lot of the break-ins are committed by teen-age boys. Ar-

mour has hopes of eventually establishing a boy's training school where we can rehabilitate boys caught committing crimes of this nature.

"I hope it can be done. I believe a citizen's group should work with him to get it built. It would be a very good thing for the community.

"He brought out that now he is short of manpower and facilities. The problem is general, he said. For example, he cited its figures to show that the burglaries in other cities are as high or higher than in Memphis. Memphis had some 2,800 last year.

"These cities have as many or more: Houston, Dallas, Ft. Worth, Nashville, Columbus, O.; Evansville, Ind.

Canale concluded that the meeting was a profitable one and would result in much good.

## ARCADIES

Melo K.O. Champ	\$195.00
Grandma	450.00
Jr. Auto Test	350.00
Kenney League Leader	125.00
Medal Slammer	195.00
Melo Punching Bag	245.00
Air Hockey	195.00
Air Football	195.00
Melo Bang-Way	145.00
Exhibit Jitters	145.00
Exhibit Grip Developer	175.00
Gypsy Palmist	95.00
Exhibit Foot Vibrator	95.00
Question Girl	75.00
Exhibit Hi Ball	75.00
Human Analyst	95.00

EXPORT ALL  
MACHINES AND PARTS

**MIKE MUNVES CORP.**  
377 10th Ave., New York 18 • 1-6477

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CANCER FUND

## ARCADE

Auto Photo M 9	\$1.50	Game Quarterback	\$ .95	Monkey Shins	\$ .195
Ball's Eye Baseball	.175	C.C. Midget Shoe	.125	Coco Head	.175
Racial Shuttle	.125	Ball	.125	Golden Harp	.175
2 Player	.275	Game Rifle Gallery	.145	(Bow)	.250
C.C. Basketball	.375	Game Bonus Gun	.210	Spearhead	.245
Clamp	.150	Game Gun Club	.375	Atomic Bomber	.95
Bally Heavy Hitter	.445	Wms. Satori Gun	.210	Melo. Yello-o-Graph	.725
Wms. Sidewalk	.445	C.C. Pelusa Ski Ball	.145	Game Space Ace	.725
Engineer	.125	C.C. Grip Gun	.125	Phila. Tobacco Sign	.725
C.C. Steam Shovel	.125	Hockey	.295	Ball, 14 in.	.795
Game Champion	.95	Ex. Neumatic Car	.175	Standard Metal Typo	.250
Baseball	.95	Vendor	.175	Rebound Shuttle	.25

### BALL BOWLERS

Bally Tournament, 12 in.	or 14 in.	\$350	Un. Jumbo, 13 or 16 in.	\$445
C.C. Clinic, 13 or 16 in.		.445	C.C. TV Bowler, 13 or 16 in.	.350
Bally Strike, 11 or 16 in.		.775		

WE HAVE A COMPLETE STOCK OF ARCADE EQUIPMENT.  
WE WRITE AND LET US KNOW YOUR REQUIREMENTS.  
ONE-THIRD DEPOSIT WITH ORDER, THE BALANCE 5/10 OR C.O.D.

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COIN MACHINE EXCHANGE INC.

7424 Payne Ave. Cleveland 14, Ohio Superior 1-4500

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## ANY FELLOW HAMS ABOUT?

WEST ALLIS, Wis. — Ed Gronowski, route foreman for Red's Novelty Company, 9244 W. National Avenue, has called on The Billboard for assistance. He wants help in contacting coin machine operators who are radio "hams." Purpose: "Just to talk shop with them on the wireless." A veteran "ham," Gronowski also takes part in civil defense radio network activities. Any and all contacts sharing Gronowski's interests in radio sending and receiving as well as the music and game business are asked to respond to his appeal. If you want to CQ him, his call letters are W2GMX.

## Rock-Ola Holds Midwest Shows

CHICAGO — Rock-Ola Manufacturing Corporation held its Midwest area distributor showings here last week at the Morrison Hotel and also staged a special showing for its Canadian and north-of-border distributors.

Introduction of the new Rock-Ola juke box to the nation's operators is expected shortly.

In town from Canada and northern points were Jerry Jantzi, Nu-Way Sales, Toronto; Jack Howell, Milford Bay, with Paul Arner and David Wilson, Kirkland Lake; Wes Van Dusen, Edmonton; Roman Kozoriz, Winnipeg Coin Machine, Winnipeg; Lawrence Drapkin, Lawrence Novelty, Montreal; William Pound, Wm. Pound Agencies, St. John, Newfoundland. Also on hand was Caesar R. Sandoul, export agency for Cuba and South America.

## NUT MACHINES ACTING FISHY

MONTEPELIER, Vt. — The Vermont State Fish and Game Service believes it has provided an answer to the persons who persist in feeding the fishes at trout hatcheries in Roxbury and Bennington. The service reports that pen-nut vending machine have been installed at the hatcheries. Only the machines dispense pellets of fish food, rather than goobers. The service, moreover, believes that this may stop visitors from throwing pebbles, bread crumbs and other assorted items into the pools, hampering trout growth.

## Detroit Music Ops Testing Dime Play Bid

DETROIT — A well-planned move to improve business for music men by hinging conditions here into line with most of the country is being organized by the Music Operators, Inc. "We are trying to sell the city on dime play," says Marvin Blank, vice-president, who runs I. G. Music Company. "This is the only major city in the country, I believe, still on nickel play."

The plan is to introduce the switchover into one section of the city at a time. Picked as the pilot area is the northwestern part of Detroit, bounded by Schaefer, Fenkell, Southfield and Eight Mile roads.

The procedure is to ask all operators in this area to try out the change to dime play. Literature on the advantages of the change is being sent to hrs and other locations in this section, involving about three square miles of city locations.

"We want to show them that dime play will work," Blank says. "We have surveyed the area, we have contacted most stops, and most are willing to try it."

## chicago coin Profit Winners

- 4 GAME BOWLER
- QUEEN BOWLER
- PLAYLAND
- RIFLE GALLERY
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2200's, 2100's, 2150's  
2200's, 2204's, 1900's  
Large stock of 5305  
Well-known... **\$27.50**

### SEEBURG

Model C... \$285  
V1... \$395  
Star... \$495  
W. D. Seal... \$545  
200 Seal... \$575

### AMI

C200... \$395  
Star... \$495  
V1... \$545  
200 Seal... \$575

### ROCK-OLA

1422, 45 RPM... \$55  
1422... \$55

### BINGOS

Star... \$200  
Star... \$200  
Star... \$200  
Star... \$200  
Star... \$200  
Star... \$200  
Star... \$200  
Star... \$200

### UPRIGHTS

Cleaver, Remote Control... \$125  
Turf Champ... \$125  
Drapkin... \$125  
Star... \$125  
Star... \$125  
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Star... \$125

### 5-BALLS

C.C. Becker Shuffle... \$255  
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### ARCADE

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## Seeburg

Continued from page 70

the direction of Herbert I. Siegel, chairman, and Delbert W. Coleman, president, will be watched closely by the coin machine industry. Seeburg's more recent moves in the cigarette vending and background music fields, plus its reputation as a leader for many years in the phonograph manufacturing field, make it a key organization in the industry.



## expecting a check?

You'll get it quicker if you have your postal delivery zone number with your address.

The Post Office has divided 106 cities into postal delivery zones to speed mail delivery. Be sure to include zone number when writing to these cities; be sure to include your zone number in your return address — after the city, before the state.



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## BUY OF THE WEEK! BALLY STRIKE BOWLER

(LARGE BALL) . . . . . **\$265**

14 Ft. Bowlers . . . **\$245**

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Better Buys

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CHICAGO, ILLINOIS

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for 1960 PRESENTS

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Phonograph  
tempo II

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Chicago Coin's NEW 8-FT.

## FOUR GAME BOWLER

- 4 GAMES IN 1
- 1. REGULATION
- 2. FLASH-O-MATIC
- 3. LITE-O-MATIC
- 4. RED PIN SCORING

SURE-FIRE TONIC FOR TIRED ROUTES!

QUEEN BOWLER 16 Ft.  
KING BOWLER 16 & 21 Ft.  
PLAYLAND Rifle Gallery w/Moving Targets

## CHICAGO COIN SPECIALS!

Ready for Immediate Delivery!

Thoroughly Reconditioned!

- ROCKET SHUFFLE \$195
- ROCKET SHUFFLE, 3-PL. 225
- EXPLORER 225
- RAT-UP 245
- REBOUND SHUFFLE 110
- ROCKET BALL 175

## GUNS

SHOOTING RANGE \$25  
GUNS \$25  
GUNS \$25  
GUNS \$25  
GUNS \$25  
GUNS \$25  
GUNS \$25  
GUNS \$25

## ARCADE

- SHOOTING RANGE \$25
- GUNS \$25
- GUNS \$25
- GUNS \$25
- GUNS \$25
- GUNS \$25
- GUNS \$25
- GUNS \$25

COIN MACHINE EXCHANGE

Joe Kline & Wally Fink

1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • DICKENS 2-0500

## ATTENTION, New England Operators!!

### NOW IS THE TIME TO TRADE for SEEBURG STEREO

We have a large export order to fill  
and need used phonographs

**CALL FOR THE DEAL OF THE YEAR**

Exclusive Gottlieb, Williams and Seeburg Distributors

**TRIMOUNT**

Remember  
IN NEW ENGLAND  
IT'S TRIMOUNT!

40 WALTHAM STREET  
BOSTON 18, MASS.  
Tel. Liberty 2-9480



# ROCK-OLA

## for 1960 PRESENTS

### THE WORLD'S FINEST

# Phonograph

## tempo II

- \* with a whole new concept in sound engineering
  - \* with true flexibility to fit any type of location
  - \* with "Location Engineered" features for fuller profits
- COME IN AND SEE IT TODAY AT...**

#### COMPLETELY RECONDITIONED AND GUARANTEED

UPRIGHTS	
Gammes Inc. Skool Shooter	\$275
Gammes Inc. Super Hunter	275
Gammes Inc. Double Shot	275
Gammes Inc. Silver Chell	50
Aula Bell Play Ball	265
Bally Sportsman	425
BOWLERS & ARCADES	
Bally ABC Bowling Lanes, 14'	\$225
Bally Striks Bowling, 14'	265
Bally Lucky Alley, 14'	445
Bally Big Bowling	295
10c (3 for 25c) free play	395
Bally Heavy Hitter—free play	225
United Bowling Alley, 14'	225
United Team Bowling Alley	18'
Gottlieb Majestic (4 PL)	\$275
Gottlieb Fastuff (4 PL)	295
Gottlieb Race Time (2 PL)	325
Bally U. S. A.	225
Bally Circus (2 PL)	125
J. F. Franco Kicker & Catcher	29.50
MUSIC	
AMI 4-40 (45 RPM)	\$ 75
AMI D-40 (45 RPM)	125
AMI D-80	195
AMI F-80	325
Seeburg KD-200	95
Seeburg V3MA (200 sel.)	595
Wall Ball	445
Wurlitzer 1900	445
Wurlitzer 2000 with Speed	495
Program Holder	495
Wurlitzer 2104	545
Wurlitzer 2294	645

Bally and United Bingos. Call or Write

**Mickey Anderson**  
**AMUSEMENT CO.**

7th & 10th Sts. E. Grand  
Minneapolis, Minn. 55402

Your ticket to  
**SALES RESULTS—**  
the advertising columns of  
**THE BILLBOARD!**



• Continued from page 77

out of seeing Miss America, Lynda Lee Mead, of Natchez, Miss., who was autographing at a booth.



Drew Canale

Back in Memphis Drew Canale, Canale Amusement Company, and his committee were completing their report on losses sustained in burglaries and reading a meeting with city officials to try to get something done to cut down the tremendous increase in vending machine break-ins.

On the committee with him are Parker Henderson, general manager of Southern Amusement Company; Alan Dixon, general manager of S & M Sales Company; and Louis Barsotti, partner in O. J. Barsotti & Company.

## East

**AROUND NEW YORK:** Zeke Lengua has been appointed promotion and advertising manager for Leslie Distributors, New York one-stop. A 25-year veteran of the record business, he operated his own record shop, was in charge of internal controls for Ideal Records. Lengua's duties were formerly handled by Lew Boorstein, Leslie partner, who is now freed for other assignments.

Lew Boorstein and his wife Eleanor, leave in late February for a three-week business and pleasure trip to Israel, Italy and the United Kingdom. They will be accompanied by Leslie's attorney, Sam Kaufman, and Mrs. Kaufman.

Myron Sugarman, Runyon Sales, is now in Antwerp, Belgium, on the final leg of his European sales trip. He keeps in regular telephonic touch with his father, Barney Sugarman... Al Simon, New York distributor for Chicago Coin, was on an up-state business trip this week... Harry Keppel and Hyman Keppel are readying their showrooms for the showings of the 1960 Rock-Ola's.

**THE PHILADELPHIA SCENE:** Abe Wilsen, general president of Scott-Crosse, has donated a juke box to the Philadelphia Police Athletic League for use at its Hickey Center in the Frankford section of town.

Some of the boys from coin row attended the unveiling of a plaque for Harry Rosen Sunday (15) at Riverside Cemetery in Rochelle Park, N. J. It has been a year since the partner of Meyer Parkoff passed away... Dave Rosen, of the firm that bears his name, is ready to open another playland center in a discount mart, Bargain City.

Nat Solo, Bill Adale and Mary Stein, partners at Eastern Music Systems, Seeburg Distributors, were in Chicago for the National Automatic Merchandising Association convention... Colmen here consider Joe Silverman, business manager of their Amusement Machine Operators of Philadelphia, the best in the business.

**GREATER BOSTON NEWS:** Bob Jones, of Reed Distributors, delighted with the success of the Capital Auto Test the firm recently displayed at the International Foreign & Sports Car show here. Bob says it attracted more people than any single car. The Massachusetts registrar of motor vehicles gave it his okay as a worthwhile piece. Bob is now thinking of trying to get it in schools in connection with driving courses. After a quick swing through Western Massachusetts and Connecticut territories, he has plans in mind.

The industry was saddened by news of the death of Mrs. Florence Margold, wife of Irwin Margold, general manager of Trimount Automatic Sales Corporation. Mrs. Margold had been active in Hadassah charities and was a member of Brandeis University Honorary Alumnae... Hamlet Rogers, usually bustling Peabody operator, has had an unwelcome chance to relax these past few weeks. He was just released from Boston City Hospital and wishes it known that he's in good shape again.

Friends and associates in the industry are worried about Edward Ravreby, president of Associated Amusements, who is confined to hospital with a heart ailment...

David J. Baker, of Melo-Tone Vending Company, Inc., Arlington, has returned from a six-week tour of Europe. Dave says stories about Americans being able to do a big used machine export business in England are vastly exaggerated. Seems the British can buy new equipment for the same price that it would cost for used pieces from the U. S. when freight and taxes are added in.

Stanley Jurawlewicz, Melo-Tone's bookkeeper, has installed a large swimming pool for his Beverly home, and two children at his Beverly home. It has underwater lighting, cabanas and all the effects, and operators have a date at Stan's home when the weather is right... Sam Baker, manager of Melo-Tone music, will celebrate his 25th wedding anniversary shortly and a big party is planned.

Richard Naeffelt, formerly general manager with Associated Amusement, Inc., has been appointed sales manager of the new

In New York It's the  
New HOTEL  
**PLYMOUTH**  
143 WEST 49th ST. NEW YORK  
400 ROOMS  
from \$5 SINGLE  
from \$8 DOUBLE

COMPLETELY REFURNISHED  
AIR-CONDITIONED  
Outstanding Distances to Radio City TV  
Center, Theater and Restaurants  
ROBERT BENSTOCK, Mgr.

## KIDDIE RIDES

**FOR SALE** P.O.B. Chicago & Los Angeles  
In operating condition. All parts complete.

MERRY GO-ROUND  
\$125.00 to \$250.00  
Luna Ride  
\$100.00 to \$150.00  
Capitol Ride  
\$100.00 to \$150.00

SPACE SHIPS  
\$100.00 to \$150.00  
Atomic Jet  
\$100.00 to \$150.00  
Hydro Rocket  
\$100.00 to \$150.00  
Early Space Ship  
\$100.00 to \$150.00

Capital Ride  
\$100.00 to \$150.00  
Capitol Ride  
\$100.00 to \$150.00  
Capitol Ride  
\$100.00 to \$150.00

VARIETY RIDES  
\$100.00 to \$150.00  
Atlas Roller Coaster  
\$100.00 to \$150.00  
Austin Coaster  
\$100.00 to \$150.00  
Duck  
\$100.00 to \$150.00  
Duck  
\$100.00 to \$150.00

NOVEMBER CLOSURES, 1959  
Dave Crockett Saw Saw  
Dave Crockett Saw Saw  
Dave Crockett Saw Saw  
Dave Crockett Saw Saw

Yermel 1/3 Certified Used, Balance C.O.D. or Cash Draft.

## KIDDIE RIDES, INC.

2557 W. North Ave. Chicago 47, Illinois  
Phone: ARmings 4-8180

## SHAFFER SPECIALS

### SEEBURG

VL 200 ..... \$499.50  
M100C ..... 375.00

### AMI

E-120 ..... \$195.00  
D-80 ..... 175.00

### CIGARETTE VENDORS

Corsair "30" ..... \$269.50  
Eastern Mark II 199.50  
Eastern, 10 Col. 99.50  
DuGrenier,  
12 Col. .... 149.50

### COFFEE VENDORS

Bert Mills  
M/500 ..... \$495.00  
Bert Mills  
FB56, 57 ..... 395.00

Write for Illustrated Catalog

## SHAFFER Music Company

849 North High Street  
Columbus 8, Ohio  
Phone: AX 4-4614

All the news in your industry  
every week in THE BILLBOARD...





**GEARED  
TO GREATER  
EARNING POWER**

**WURLITZER  
PHONOGRAPHS**

**NATIONAL  
WEEKLY SPECIALS!**

Completely Reconditioned

- **Gottlieb SITTING PRETTY**.....\$235
- **C. C. REBOUND SHUFFLE**..... 95
- **C. C. ROCKET SHUFFLE**..... 145
- **UNLIT SHOOTING STAR SHUFFLE** 145
- **Bully SKILL ROLL**..... 85
- **TELEQUIZ**..... 95
- **C. C. HOLLYWOOD SHUFFLE ALLEY**..... 175

Completely Reconditioned

- GOTTIEB 5-BALL GAMES**
- SHINDIG, 1-P.,.....\$ 68
  - GOLD STAR, 1-P.,..... 75
  - LADY LUCK, 1-P.,..... 85
  - SCOREBOARD, 1-P.,..... 95
  - TORRADO, 2-P.,..... 125
  - USA BULLS, 2-P.,..... 125
  - WORLD CHAMP, 1-P.,..... 125
  - WHEEL, 1-P.,..... 125
  - ROYAL PLUM, 1-P.,..... 145
  - STRAIGHT SHOOT, 1-P.,..... 145
  - CONTINENTAL CAPS, 2-P.,..... 185
  - CRUIS CRUIS, 1-P.,..... 185
  - ROCKET SHIP, 1-P.,..... 205
  - ROTO POOL, 1-P.,..... 205
  - HUNNIE, 1-P.,..... 245
  - HIGHIVER, 1-P.,..... 245
  - STRAIGHT SHOOTER, 1-P.,..... 255
  - BOULE ACTION, 1-P.,..... 255
  - RACE TIME, 1-P.,..... 255
  - CONTEST, 1-P.,..... 255

**NATIONAL  
COIN MACHINE EXCHANGE**

1411-13 Diversey Chicago 14, Ill.  
Buckingham 1-5211

**COINMEN**  
*in the* **news**

• Continued from page 83

Jimmy Hontross and Jerry Groll, Paster Distributing Company staffers, headed north last weekend to hunt deer. According to Sam Cooper, an increasing number of Up-State operators are shopping the Paster Distributing Company's well-stocked premium department for holiday merchandise.

Vending equipment was booted out of the Waukesha County courthouse corridors last week. Report was that taxpayers were complaining about lengthy coffee breaks in the halls. . . . Back from a trip thru the Northern territory, Ray Jordan, United, Inc., road man, reports ops there preparing for a big invasion of deer hunters.

George Berquist's son, Nick, is a student at the Houghton, Mich., engineering college. He spends his weekends helping out on his father's music and games route. . . . Oshkosh coinman Val Andreas is back home following a Florida vacation.

Another coinman set to go deer hunting is Danny Karolczak, George Schroeder Music. . . . Out-of-town ops checking the stock at United, Inc., last week included Tony Hirt, Sheboygan; John Dove, Wisconsin Rapids; and Low Albefonta, Kenosha.

Benn Ollman

**DETROIT NOTES:** Samuel Roy Hutchinson, of Hutchinson Vending, one of the city's leading bulk vending operators, is back from a week's trip to Chicago. . . . Carl Hill, veteran head of Hill Vending Service, is concentrating his attention on his cigarette and candy machine operations in addition to maintaining his route of about 300 bulk vending units. His son, Chester, is now taking active charge of most activities of the business. Carl says he is semi-retiring, but still keeps in close touch with the route.

Frank R. Fabiano, of Buchanan, distributor for Rock-Ola, has been in Chicago for a week in connection with showings of the new models. He will have the trade showing of new units in his Detroit salesroom Sunday (27).

Mrs. Mamie Folino, who was office manager for Fabiano, is now busy with her two-month-old daughter. The youngster has already been down twice to the shop to visit her proud father, Paul Folino, sales and operational manager. Mrs. Mona Chambers, who succeeded Mrs. Folino at the office, is husily getting acquainted with the personalities and routine of the coin machine business.

Hal Reves

**GETS FIRED UP  
OVER DISMISSAL**

PHILADELPHIA—A dismissed employee of the Interstate Vending Company here tried to get revenge by breaking into two of the firm's trucks, but he was arrested a few hours later by police. The former truck driver, Joseph C. Alber, 23, took \$50 from the vehicles, police charged, all in nickels. But when arrested, he had only \$20 on him. Alber told the officers he "was out on the town." Alber, who was released a month ago, was booked on charges of burglary and larceny.

**OPERATE**

**Williams  
TITAN**  
NEW AND DIFFERENT  
GUN GAME

- ★ Corner Inclines score double
- ★ Super Hole triples score
- ★ Rad Button transfers score
- ★ Spell T-I-T-A-N for carry-over

**Williams**  
ELECTRONIC Mfg. Corp.  
4142 W. Fillmore St., Chicago 24, Ill.

**JUKE BOX OPERATORS:**

The best of the  
hottest records  
—in stereo and monaural

What top artists have recorded what songs in STEREO? What are the latest hits of the top artists? What all-time favorites have they recorded? What million-sellers? To get all the answers? . . .

Be sure to Read . . . and Use . . . and Hold Onto  
**Billboard's Big New Year-End  
Programming and Talent Buying Guide**  
—a special slick-stick section of the December 14 issue.

Your key to  
**SALES RESULTS—**  
the advertising columns of  
**THE BILLBOARD!**

**BEAUTY**

**PLAYER APPEAL**

**TOP EARNINGS**

**GOTTIEB'S 2 PLAYER**

**Mademoiselle**

Want to beautify and add a real spark to your locations? New Gottlieb 2 player **MADemoiselle** will do the job. Around the world location tests prove it's a game of skill designed to give you maximum playing hours and, of course, top earnings.

**SEE, PLAY AND ORDER MADemoiselle AT YOUR DISTRIBUTOR TODAY**

- 2 super-bonus holes score up to 500 points
- Bull's eye target scores up to 150 for direct hit
- Side rollovers light 5 yellow bumpers for high score
- 6 anap-action pop bumpers carry rebound play to top of playboard
- Double number match feature
- Cross-board cyclonic kickers
- 3 or 5 ball play • Coin-box with locking cover

**D. Gottlieb & Co.**

1146-58 NORTH KOSTNER AVENUE  
CHICAGO 51, ILLINOIS

*Amusement Pinballs  
as American as Pinballs and Hot Dogs!*

Dime play is sure to tag—buy Gottlieb Games and keep it that way!

## 45 R.P.M. Disk Vender Unveiled at Navy Pier

CHICAGO—The familiar juke box industry theme of "the music you want when you want it" may take on a new twist with the introduction at the N.A.M.A. Convention here last week of a new 45 r.p.m. disk vending machine. The new twist: "Buy the music you want when you want it."

The new vending machine dispenses patron-selected 45 r.p.m.

listed at \$798. It occupies 23 1/2 by 17 inches of floor space, and holds 12 copies each of the 20 top tunes—a total of 240 records in all. It stands 72 inches high and weighs 300 pounds.

The unit operates on any combination of nickels, dimes and quarters and can be set to vend for from 50 cents to \$1.30 per disk.

According to the firm, the machine has been successfully tested at 25 locations in the Boston area.

The unit is expected to be sold across the country within two months. Distributorships are now being named.



records upon coin insertion. It's produced by the Johnson Farebox Company, Chicago, with sales directed by Top-50-Tunes Corporation, Boston and Bayside, N. Y., headed by J. J. Gumbo, long an exponent of background music.

Plans for the machine include installation of a player mechanism, which will permit the prospective customer to hear a disk played—before deciding to deposit \$1 more to purchase individual disks.

### Background Use

Gumbo also plans further design of the machine to make it usable as a background music unit.

Used as a background music player, the machine would carry 32 disks and play continuously both sides of each disk at 16 1/2 r.p.m. speed.

Still further plans, according to Gumbo, call for the unit to be used as a 32-record counter model juke box.

The regular disk vending unit is

## Commissions

• Continued from page 68

do is to determine the average take of the machines.

Hospital administrators have said the machines are a "tremendous" convenience to patients, visitors and employees. Each hospital in the past has granted operators permission to place their machines, and the commissions from sales have gone into the various hospital funds.

## Price Bows

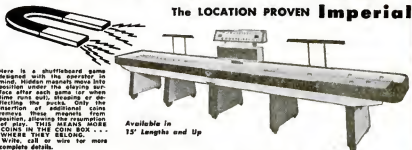
• Continued from page 66

used." These items are pegged at \$6.50 per thousand. A group of assorted keys, all vacuum plated and all beautifully detailed, go for \$7.50 per thousand. "These units are excellent for all types of vending." Price said this week, "and we expect them to be their own best salesmen."

LITTLE ROCK—State Revenue Commissioner J. O. Cheney reported that cigarette tax collections for the month of October totaled \$783,753, an increase of \$90,809 over the same month in 1958. "This tax has shown a steady increase in recent months," Commissioner Cheney stated.

## AT LAST... THE OPERATOR'S SHUFFLEBOARD!

The LOCATION PROVEN Imperial



Here is a shuffleboard game designed with the operator in mind. Modern machine moves into position under the playing surface after each game (or when time runs out), clearing or deflecting the puck. Only the operator removes these magnets from position, allowing the resumption of play. THIS MEANS MORE COINS IN THE COIN BOX... WHERE THEY BELONG. Write, call or wire for more complete details.

Available in 15' lengths and up

**AMERICAN SHUFFLEBOARD COMPANY**

210 Paterson Plank Road, Union City, New Jersey

UNION 5-6433

when answering ads... SAY YOU SAW IT IN THE BILLBOARD

**BIG** bargain for youngsters and parents  
**BIG** money-maker for kiddie-ride operators

*Bally*  
**Pony Twins**  
2 can ride for 1 dime

Although the most compact twin horse-ride ever built—requiring only 28 in. by 36 in. of space—PONY TWINS is engineered and constructed to take the punishment of hour-after-hour and month-after-month money-making action.

Iron-tough plastic ponies, brightly finished in durable glossy enamels, ride on richly colorful steel base. Simple, sturdy mechanism insures years of trouble-free performance.

## Safety-Styled

Top-size ponies, moderate one-speed gallop, high backed saddle, hand-grips and foot-rests, close-to-floor chassis and safety-shielded moving parts are exclusive PONY TWINS features that appeal to parents... and realistic appearance, gay colors, exciting action attract youngsters from 2 to 8.

Farming power, depending on riding-time—adjustable from 1/2 minute to 3 minutes—is location-tested to be highest-per-square-foot in twin-ride class.

Tamper-proof dime-a-ride coin-mechanism is standard equipment in all Bally Kiddie-Rides. Coin-mechanisms that accept other coins, including coins of practically all nations, are available on special order.

Standard Bally Kiddie-Rides are designed to operate on Alternating Current, 60 cycles, 110-220 volts. Special electrical systems, suitable to local electrical supply, are available on special order.



**COMPACT SIZE**  
28 IN. BY 36 IN.

**BALLY MANUFACTURING COMPANY**

2640 BELMONT AVENUE

CHICAGO 18, ILLINOIS



*New*

*feature*

and new **RED-LETTER** games  
up in-line earnings to new all-time high

TARGETS  
CHALLENGER BOWLER  
DELUXE CLUB BOWLER  
LOTTA-FUN  
FUN-WAY  
6-POCKET POOL-TABLE  
MOON-RAIDER  
SPOOK GUN  
KIDDIE-RIDES

Visit your Bally distributor today. See and play COUNTY FAIR. See the sensational new OK Feature that opens up an exciting new area to skill-play. Shoot for in-line scores ... section scores ... super-section scores ... "bonus-blue" scores ... plus new Red-Letter Free Games with guaranteed red-letter features. You'll see why operators call COUNTY FAIR the red-letter game that is really OK!

*Bally* **COUNTY FAIR**

A PRODUCT OF BALLY MANUFACTURING COMPANY, 2640 Belmont Avenue, Chicago 18, Illinois



# Turn Locations into Tournament Bowling Centers

WITH UNITED'S NEW

## LEAGUE BOWLING ALLEY

2 Player Teams or 3 Player Teams May Play

1 TO 6 MAY PLAY INDIVIDUALLY

Team Scores—Individual Scores—Marks

INSTANTLY TOTALIZED AUTOMATICALLY  
NO CONFUSION!

MORE TEAM PLAY!  
INDIVIDUAL PLAY!  
PROFITS!

4

JUMBO SIZES

13 FT. LONG

16 FT. LONG

Expandable with 4-ft. Sections

to

17 FT. LONG

20 FT. LONG

### OTHER UNITED HITS

#### 3-WAY

SHUFFLE ALLEY

Available in

Deluxe

and

Regular

Models

#### SIMPLEX

BOWLING ALLEY

★

SHUFFLE

PLAYMATE

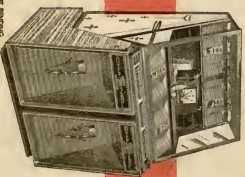
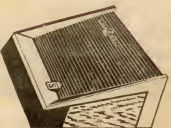
UNITED MANUFACTURING COMPANY  
3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS

SEE YOUR DISTRIBUTOR

EQUIPPED WITH  
DIME COIN MECHANISM

2 for 25¢ COIN MECHANISM  
OPTIONAL AT EXTRA COST

# SEEBURG TWIN STEREO SPEAKERS BRING THE TRUE REALISM OF STEREO TO EVERY SPOT IN THE LOCATION



DESIGN BETTER SOUNDING

## SEEBURG STEREO IS COMPLETELY INTEGRATED!

The sensational Seeburg Two-Channel System is stereo all the way—from the pick-up, through the dual amplifier, to the newly developed twin stereo speakers. It's completely integrated to give every listener, wherever seated in a location, the impression of being present at a "live" performance of the recording musicians. It's completely flexible to satisfy the requirements of every location regardless of size.

**Seeburg**  
DEPENDABLE MUSIC SYSTEMS SINCE 1902  
THE SEEBURG CORPORATION  
Chicago 22, Illinois

*America's Finest and Most  
Complete Music Systems*